'Victory for Moderation' Seen

Smith and Three Blacks Agree

On Rhodesia Settlement Plan



e Rhodesian black nationalist moderate leaders and rule. From left to right are: Bishop Abel Muzorewa; Minister Ian Smith announcing in Salisbury yester- Elliott Gabellah, who represents the Rev. Ndabaningi that they have reached an agreement on majority Sithole; tribal chief Jeremiah Chirau and Mr. Smith.

Will Go to Washington Next Month

### egin Asks U.S. to Reconsider Jet Sales to Arabs

RUSALEM, Feb. 15 (NYT). aid deepening concern here an apparent pro-Arab shift 5. Middle East policy, Prime ter Menachem Begin aned today that he would go eshington next month for · · · days of talks in the White

also called upon President is to reconsider his decision pply war planes to Saudi

took issue with high of-": lr. Washington who said the supplying of 60 F-15 -r-bombers to Saudi Arabia 'C F-5Es to Egypt would not .o to the military balance in diddie East.

 Begin spoke in parliament -ponse to a series of speeches a weekend statement by tary of State Cyrus Vance manifestation of the crosion S. support for Israel. Mr. 's supported Egypt's demand dismantling Israeli settles in the Sinai and a Palesa homeland linked to Jordan we West Bank of the Jordan

contrast to his sharp rebut-Mr. Vance's statement r this week, Mr. Begin was ... in timed today.

reminded the House that had been other serious conmens with U.S. governs over the years and that he said that the current

mounted.

Saudi Arabia has no common frontier with Israel, but Mr. Begin said that the acquisition of the F-15s, which he described as "the latest aircraft on earth" would overnight make the desert kingdom "a confrontation atate." He pointed out that the planes could reach Elath, Israel's south-an port, in 10 minutes and in a

few minutes more could get to Important population centers. He claimed that the Saudis had already piedged to another Arab course would be used against Israel in the service of the other

difficulties too would be sur- name the country, but a military source said that it was Egypt.

> Turning to the supply of planes to Egypt, Mr. Begin said that it would impede the peace process. He explained that Egypt was threatening another war unless Israel submits to its ultimative demands. "The supply of offen-sive weapons to Egypt at this time could only nourish that threat," he commented

An analyst on the defense forces radio station said today that the strengthening of the Saudi and Egyptian Air Forces would make it more vital than ever for Israel to retain the Sinal air bases near Elath, Yamit and Sharm eltaining those basis in a peace settlement has been one of the obstacles to an agreement with

Mr. Begin said that Israel was not threatening war and wanted to negotiate. The partial U.S. response to Israel's request for more aircraft, he said, will strengthen Israel's "defensive and deterrent capacity." The United States plans to sell Israel 75 of the 150 P-16 interceptors requested and 15 of the 25 P-15s-

The Prime Minister expressed gratitude for the U.S. response ments for additional aircraft and ground weapons during a visit to (Continued on Page 2, Col. 81

### Andreotti Seeks Communist Help

ROME, Feb. 15 (Reuters).— Christian Democratic premierdesignate Giulio Andrectti today asked the Communists and four other parties to support an austerity program that includes higher taxes, electricity bills and railroad fares.

He made his proposals in a 49-page message aimed at winning support for a new minority Christian Democratic government which would give greater influence to the Communists.

Mr. Andreotti called for wage restraint to make Italian exports more competitive and measures

### de to Strauss Reappears, sports He Was Kidnapped

pulliv advisor to conservative Franz Josef Strauss was early this morning, 44 hours his mysterious disappear-Lie said that be had been

background to the alleged tion remained unclear, a man for Mr. Strauss's an Social Union said. olice spokesman said that Huber, 30, told them that dneppers tossed him out of el truck at about 2 a.m. and he then walked to a nearby ency telephone to call po-

> was picked up on a highway 10 miles east of Munich. said. Apparently suffering shock he was rushed to a v hospital for treatment. Auber, who was on the staff : German Embassy in Perefore joining Mr. Strauss's about two years ago, was ed missing Monday after his .5 found abandoned near its

lenition keys were left in r. Mr. Huber's dog was on seat and Mr. Huber's hat and near the car. His wife the police. "a! hours later, the West

a news agency DPA receivtter signed "KGS," mailed Munich post office, claimat Mr. Huber had been

. Strams can show how eedom and human life are min." the letter said. Reis dreamedy. The initials a mastery.

Note the letter seriously. and their it was maded be a replaced Mr. Haller's

cost that the pointent.

CONTCH. Feb. 15 (AP).-A for- aide told them that he was abducted by three persons who pushed him into the trunk of a car with a fourth man at the wheel. After driving for some time, he was put in a panel truck and later again put back in the trunk of a car.

Police announced that they would continue their investigato make it easier for workers to change jobs.

He also proposed sterner measures against political extremists, such as those who killed a Rome magistrate yesterday. 'Cooperative Spirit'

He said that, if the parties agreed on the program, "the government would ask for a vote would undertake to expedite the program in a cooperative partiamentary spirit."

He also offered "a reciprocal relationship of frequent consultations" with the other parties. including the Communists. In the proposal is accepted, it will be the first time that the Communist party has given a vote of confidence to a government since it left a postwar coalition in 1947 and the first

time that it has been formally consulted by the premier. The thrust of Mr. Andreotti's proposals was economic - proposals for tax increases and spending outs totaling 7.5 trillion lire (about \$8.6 billion), bringing the deficit down to 24 trillion lire

He did not specify what taxes would be increased but proposed to raise railroad fares and elec-

Italy's municipal governments which almost all rim big deficits. would have a limit set on central government assistance and have to raise whatever else they needed in local taxes.

Government projects already approved but not carried out would be frozen, Mr. Andreotti

On the controversial problem of wage increases, often higher in Italy than elsewhere in Europe. Mr. Andreotti said that "the cost of labor should develop in line with the rest of the European Economic Community."

Tougher Measures He promised to take further cal crimes and urged the parties to approve tough measures now before Parliament. He also promised "incisive preventive and punitive measures" to try to stop kidnappings.

Meanwhile, Italy's trade union confederation tonight overwhelmingly endorsed a plan to hold down wages over the next three years, provided that employers nttempt to halt rising unemployment and industrial recession. Delegates from the three main

unions ended a two-day congress

calling for a concerted effort to-

ward a new economic order.

the breakthrough agreement this afternoon. Mr. Smith hailed the accord as a "victory for modera-"We are happy," said Bishop We have succeeded in over-

tremendous patience and we were not prepared to give in," said the white leader, who led Rhodesia's whites l<sub>11</sub> breaking away from Britain 12 years ago to forestall rule by the black majority. There

coming because we have shown

black majority rule with safeguards for the nation's whites.

Prime Minister Ian Smith and

the three internally based, mod-

erate black leaders announced

are 270,000 whites and 6.7 million blacks in Rhodesia. The eight-point agreement calls for a 100-member Parliament with

28 seats reserved for whites for

at least 10 years. Unresolved Issue

Still to be resolved are the composition and creation of an interim government to draw up a black majority rule Constitution. the drafting of the new Constitution, the makeup of the armed forces and the dates for the elections leading to black rule.

The agreement reached today is

unlikely to halt the guerrilla war pursued by black nationalist movements based in Mozambique and Zambia. The leaders of the guerrillas, Patriotic Front cochairmen Joshua Nkomo Robert Mugabe, have rejected the internal settlement talks as a

Nor does the agreement mean that the breakaway British colony can expect the United Nations to lift economic sanctions in effect for more than a

For the first time since the negotiations began on Dec. 2, 1977, with the black leaders-Bishop Abel Muzorewa, Chief Jeremiah Chirau and Elliot Gabellah, standing in for the Rev. Ndabaningi

Mr. Sithole left Rhodesia, reportedly for London to confer with British Foreign Secretary David Owen.

Truce Is Goal

The agreement opened the way for the establishment of a transttional government, which would include the negotiating parties and would work in tandem with the existing government to write a Constitution, prepare for oneman, one-vote elections, restructure the white-led, mainly black security forces and seek a ceasefire with the guerrillas.

Asked how close an interim government was, Mr. Gabellah said: As close as I am to you now." Mr. Chirau interjected: "It could be days."

The agreement approunced today calls for:

· A bill of rights and protection against the nationalization or seizure of property and land. · A free and competent judi-

 An independent public eer-vice board to maintain efficient service.

· Nonpolitical civil service, police, armed services and prison · Guarantees that pensions

can be paid outside Rhodesia. Permission for Rhodesians to maintain double citizenship. · A 100-seat Parliament, with 28 seats reserved for whites as a

SALISBURY, Rhodesia, Feb. 15 (AP).—Rhodesia's white miblocking mechanism to assure their constitutional privileges for nority government and black at least 10 years. nationalist leaders agreed today to a constitutional framework for

· Election of 20 of the whites by whites only, nomination of candidates for the remaining a by whites, and the election of the remaining 8 by both whites and

The majority of points were clearly intended to safeguard the economic privileges of the whites

two weeks had held up the talks to be resolved before the agreement was to be signed. He is considered the most popular of

the black politicians. One issue was the method of electing whites to the Parliament. Bishop Muzorewa had demanded that eight of the whites be elected by both blacks and whites and the final agreement-with

candidates and elections by both blacks and whites-was the compromise solution.

Bishop Muzorewa had also demanded that the future structure of the white-led security forces be resolved before a formal That issue is exagreement. pected to be the next major item

Mr. Smith, asked whether the (Continued on Page 2. Col. 4)



The captain and copilot of the Egyptian airliner in Nairobi after being forced down.

### Somalia-Bound Supplies Said Aboard

### Kenya: Egyptian Jet Forced Down

NAIROBI, Feb. 15 (UPI).-Kenyan Air Force jets today intercepted an ammunition-laden Egyptian sirliner and forced it to land here, the official Kenya news agency said.

Airport officials said the seven-man crew was put under guard and the cargo confiscated because the plane had violated Kenyan airspace.

They said the Egyptian Boeing 707 apparently was bound for Mogadishu, Somalia.

The officials said at the airport that the 19 tons of ammunition aboard the plane included 122-mm artillery shells. They denied earlier reports that the plane had carried bombs.

In Cairo, the Egyptian government demanded an urgent explanation from Kenya of the forced landing. Cairo radio said that t he plane's cargo was "merchandise." The radio did not say if the plane had permission to fly through Kenyan air-

"This matter is being viewed very seriously by the Kenyan government," a government offi-cial said. "The captain said he knew they had no permission to overfly Kenya.

"Two Egyptian planes yesterday violated Kenyan airspace and we had to take action. We could not tolerate it anymore. Any country must get permission to overfly Kenya," he said.

But the plane's captain, Seud Mohammed el-Monday, said, "I was sure that we had permission since we have been flying over

Capt. Monday said the plane was contacted this morning, while in Kenyan airspace, by the Nairobl authorities and told to return to Egypt. He said that he reported he did not have enough fuel and was told he could refuel in Nairobi.

Capt. Monday said he was surprised when two air force jets then joined his plane and escorted it on the 10-minute flight to the Kenyan capital.

An official said Kenyan Defense Minister James Gichuru flew to the airport immediately to inspect the cargo and the plane.

He said the government viewed "great gravity" Egypt's willingness to supply Somalia

trict, which has lead to periodic border clashes between Kenyan forces and Somali tribesmen. Ethiopian and Somali forces are engaged in a clash in the Ogaden The incident followed an anproach by Egypt to Kenya earlier

Somalia disputes ownership of

Kenya's Northern Frontier Dis-

this week for permission for Egyptian aircraft to overfly Kenya en route to Somalia.

"Fermission was refused because the Kenyan authorities were not sure of the type of cargo the planes were to carry,"

the Kenyan news agency said. The agency said Egyptian Ambassedor Ahmed Marzouk had told authorities that the aircraft would carry "humanitarian

### Envoy Says U.S. Can't Alter **Cuba's Commitment to Africa**

By Karen DeYoung

WASHINGTON, Feb. 15 (WP). Cuba's top envoy to Washington said yesterday that, despite growing U.S. protests over the presence of more than 20,000 Cuoan troops in Africa, nothing the United States can say or do will alter the Cuban commitment there.

Ramon Sanchez-Parodi, head of the 10-man Cuban diplomatinterests section here, sald that Cuba will not trade its ties

with Africa for better relations

with the United States. Since the withdrawai of Cuban troops from Africa is the price that the United States has set for further progress on normalizing the relationship between the two countries, it is unlikely that normalization is possible any time soon.

The Cuban troop question has taken on virtually the same level of significance for the United States that the U.S. trade conbargo has long had for Cuba.

U.S. Trade Embargo

The Cubans have maintained that there can be no substantive discussions on any issue, including \$4 billion worth of compensation for nationalized businesses in Cuba, until the U.S. embargo on trade with the island is lifted. The U.S. embargo began in October, 1960.

Now, a State Department official said yesterday, the United States feels "there can be no significant progress, no new initiatives" until the number of Cuban troops in Africa goes

The difference between the two positions is that, while the United States has consistently used the possible lifting of the embargo as its idtimate bargaining tool with Cuba, Havana has never given the slightest indication that It is even willing to talk about Africa.

Cutans in Africa are nothing new. Mr. Sanchez-Parodi said Cuban iroops fought with liberauon movements in Guinea-Bissau, Algeria and Mozambique, he

Mr. Suchez-Paredi was asked about reports that Soviet perconnet are living air octens? Cantinued on Page 2, Col. 1

### Scientists Say World Population, Now 4.1 Billion, Is Rising More Slowly

By Joanne Omang

WASHINGTON, Feb. 15 (WP). -The rate of increase in the world's population peaked in 1970 and has begun to decline, screntists monitoring the subject said yesterday.

The world population, now 4.1 billion, was rising by 1.9 per cent a year in 1970 but the rate iell to 1.7 per cent last year, Mick Eperstadt, of Harvard University's center for population studies, told a convention here of the American Association for the Advancement of Science. But Mr. Eberstadt and others cautioned that it is too early

to be sure the chift is perma-

It is also too early to be sure what caused it. The population expects agreed that at least twothirds of the feeline seemed to be associated with, if not nepostarily caused by, rising standards of living in underdetel per countrie, where the erep was mest gramatic. Anthe large part in of the deFamily Planning, Better Living Stan dards in Poor Countries Are Factors cline seems to be associated

with intensive family planning programs, they said. "Nearly all the countries with 20 per cent or more decline [in birth rate)between 1965 and 1975 have had a strong or moderately strong family planning pro-

gram." Parker Mauldin, senior fellow at the New York-based Population Council, said. Those countries include China, which claims a 24-per-cent drop in its birth rate over that decade. South Korea (32 per centi, Thailand (23 per cent), Colombia (25 per cent). North Vietnam (23 per cent), Taiwan 130 per cent; and Chile 129 per

Developing countries as a whole with half the world's population, have gone from 42 births per thousand persons per year in 1976 (excluding China) to 36 per 1,000 in 1977, Mr. Eber ildt said. The US rate 15 14 per 1,000

centi, among the larger na-

world's population will double in 41 years instead of the 36 years it would have taken at the higher rate, Mr. Eberstadt

is certain to continue growing well into the next century. The momentum is just tremendous and there's no way we could conceivably stop [except for massive catastrophe) short of 8 to 10 billion persons," Mr. Maul-

"The population of the earth

Whole areas of the earth have not yet begun to reduce their birth rate, he continued: Bangladesh, Pakistan and most African nations. The decline has been fastest in Asia at 17 per cent between 1965 and 1975, excluding China, and slowest among blacks and in Moslem

Although China undeniably

leads the world in its determina-

tion to control population

growth tome of its statistics are suspect for that very reason, said long-time China watcher John Aird of the Commerce Department. Most educated guessee put China's population now at a minimum of 914 million, he said, with a high probability that it is between 930 and 960 million-far more than the 800 million figure used in past population reports.

China Rate Off

China claims its annual birth rate has dropped from 34 per 1,000 persons in 1965 to 26 per 1,000 in 1975. "There is lots of commetion [for publicity purposes) of model units and some fabrication of figures in the provinces as government pressure for [birth control] results intendifies." Mr. Aird said "Overcoming the traditional opcosition to late marriage and birth central is a slow, difficult

Robert Repetto, of the Har-

vard University School of Public Health, told the all-day symposlum that distribution of wealth among poor people lowered their birth rate. "The more the large lower fraction of the population is included in the modernization process, the more fertility declines," he said. "This lays to rest the alleged

trade-off between growth and equity... Efforts to improve the welfare of the poor will contribute to fewer births, more rapid growth in per capita in-

Children Will Provide Korea, Srl Lanka and Malaysu. Little drop occurred in Brazil

has skyrocketed, he said.

come, more rapid accumulation of capital." Mr. Repetto cited findings that birth rates fell in nations where income gaps were reduc-ed: China, Taiwan, South

and the Philippines, where the rich-poor gap remains wide although overall conomic growth

generally rational causes. Moni Nag, of the Population Council, said. Parents have more children if many are likely to die in childhood. An uneducated. poorly fed child will still earn enough to pay for itself by the age of 15 and will provide for the parents thereafter. Not until the costs of chil-

dren rise and their returns drop should one expect birth rates in a nation to come down," Mr. Fherstadt summed up.

Deaths Outnumber Births LONDON, Feb. 15 (UPI).-England and Wales had 13,000 more deaths than births last year, the second straight year that deaths exceeded births. and the figures published today show the gap is widening. In 1977 there were 567,000 births and 580,000 deaths. The

difference is more than double

the previous year, when it was

under 5,000, the Office of Poou-

lation Consuses and Surveys

### Rhodesian Economic Bind Seen as Peace-Talks Motive

By Jonathan C. Randal

Rhodesla's accelerating economic deterioration may explain why Prime Minister Ian Smith is negotiating a peace settlement based on black majority rule with African nationalist leaders, according to well-informed sources

Stretched by economic sanctions, world recession and the war's escalating cost, the econ-

### Torture Laid To S. Africa In Namibia

By David B. Otlaway

LUSAKA, Feb. 15 :WP:.-The South-West African People's Organization (SWAPO) has released a hitherto-suppressed church report charging that the practice of torture has become "institutionalized" throughout the South African - administered territory of South-West Africa, also known 85 Namihia

The report, smuggled from the area's capital, Windhock, to Lusaka, where SWAPO has its headquarters, contains 10 detailed sworn affidavits by Africans who said that they had been tortured by the South African Army or police at an army camp in Oshakati, in northern Nambia,

"Those who oppose the [South African) regime and its inhuman treatment are being flogged, tortured with electric shocks and detained for long periods without trial under the most appelling conditions," the militant nationalist organization said in releasing the report,

Repeated Torture

Most of the incidents are alleged to have occurred last year. The SWAPO statement attached to the church report said that the 10 sworn statements were flied in a case involving a Franciscus Petrus, who sought a restraining order early last December from the Windhoek Supreme Court to prevent security police at Oshakati from continu-ing what he alleged was the repeated tarture of his son, Ber-

The SWAPO statement, released here last week, said that the church report had been banned in Namibia and South Africa. and blocked from being mailed

The release of the 62-page booklet, entitled Torture-s. Cancer in Our Society," was apparently timed to the opening of the so-called proximity talks in New York between the five West-era powers and South Africa and SWAPO over the future of the

13 S. Africans Accused GENEVA. Feb. 15 (Reuters) .-A United Nations group today accused 13 South African security police of torturing South-West Africans (Namibians).

It was the first time that the slx-man group, reperting to the UN Human Rights Commission here, had put together a specific list of security officers involved in allegations of serious rights violations or offenses under an international convention describing apartheid es a crime against humanity.

The group said that it had an "abundance of allegations and testimony," but there were few cases in which officers had been

patrols over Cuba, thus freeing Cuban pilets for action in Africa.

He replied only: "I don't know." Secretary of State Cyrus Vance.

interview on public television last

night, said that he did not regard

the presence now of "a few more"

Soviet air units in Cuba than in

previous years as a violation of the Washington-Moscow under-

standing after the 1962 Cuban

missile crisis that no offensive Soviet arms would be introduced

Mr. Vance raid, "There is no

particular pattern of their iScylet fliers'i activity that leads

us to the conclusion that there

is anything offensive in mind.

and we are continuing to watch

19.000 in Angola

There are still about 19,000 Cu-

ban troops in Angola, and the

United States recently estimated that more than 3,000 Cubans are

in Ethiopia with the majority

fighting in Ethiopia's war against

Cuban assistance to "libera-

tion creanizations and newly

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the situation."

SALISBURY, Feb. 15 (WP) .- omy has become so critical that a prominent business leader said that he told Mr. Smith: "We cannot go on like this if we want

The business communitywhich opposed Mr. Smith's defiant decision to declare unilateral independence from Britain in 1965-assumes that Rhodesia is surviving on discreet South Airican financial support.

Headings in a recent local bank report tell the story: "Dismal Prospects" for Rhodesia, "Dashed Hopes" for mining, "Faster Decline" for manufacturing, "Bleak Outlook" for money and capital markets, "Further Fall" in construction, "Worst Tourist Year" since the 1960s.

Output Drops

Last year, gross production fell for the third successive year, this time by almost 7 per cent-the worst performance since 1945. There was a record number of

bankruptcies.
Unemployment became so serious that one industrialist said: "If it were not for the war-and both the government and guerril-las recruiting wildly—I don't know what half these guys would

The Rhodesian dollar has slipped badly. Once worth 1.6 U.S. dollar, the Rhodesian dollar is now traded one for one on the

binck market. White emigration increased to more than 10,000 last year-in-cluding many men of draft ageand Rhodesia risks losing manpower required to keep the army and the economy going.
If emigrants were allowed to

take out more than the equivalent of \$1,500 a person, it is likely that even more would leave.

Rhodesia is being squeezed by factors ranging from the war's estimated \$900,000-a-day cost to the expense of shipping via dis-tant Sooth Africa hecause Mozambique has closed its border. Economic sanctions against Rhodesia could be lived with in happier times. Now, despite official discinimers, it is admitted that congressional action that barred the United States from buying Rhodesian chrome hurt the economy badly.

"The Japanese, who a few years ago were quite willing in an expanding economy to turn a blind eye to sanctions, now can afford to be moral in obeying them," a banker said.

Depressed world markets have neant reduced production and cockpiling of copper, nickel and errochrome and, in some cases, laying off labor and closing mines. Agricultural and manufacturing exports also have dropped.

Market Dries Up South African market, which once absorbed more than 30 per cent of Rhodesian manufactured exports, has all but dried up because of a slump there and a 15-per-cent import sur-

Symptomatic of the economy's problems are reported deficite of more than \$60 million incurred by Rhodesian railroads and more than \$10 million by the steel in-

As the bank report noted, "Over the past year, the damage to the economy has switched from being temporary in character to permanent and structural in na-

"There is scant comfort to be derived from oast successes," the report added, "when so much of what has been achieved is at

Cuba Firm in Africa Commitment, Envoy Says

formed countries" has been "a

consistent foreign policy since 1959." Mr. Sanchez-Parcel said.

"We have never hidden it or

He said that Cuba is a "small

country that has been forced to

create a large defense capacity

because of years of "aggression and hostility," and added that

the Cuban armed forces are very

Cuban actions abroad he said

have been taken exclusively

"through agreements to defend [national] integrity. There has

never been a Cuban soldier en-

gaged in invading" another country, he said, "just defending."

Mr. Sanchez-Parodi added, "We

have proved for many years that we can help a country defend its

sovereignty without any other

aims." He said that no Cuban

enterprises, no Cuban bases have

remained in a country where

The comparison is indirectly

made with the United States.

which still maintains troops in

Western Europe and many other

parts of the world although the

wars for which they were used

The Coban troops in Angola,

however, two years after Cuban

troops swung the power balance

in a civil war, show no sign of

leaving. Cuba either wants to

maintalo a strong, and readily

accessible, military reservoir in

Africa or believes that it is still

necessary to prop up the Marxist

government of Angolan Presi-

continued guerrilal attacks.

dent Agostinho Neto against

Io Ethiopia, where Cuba, along with the Soviet Union, is aiding

the government in a war against

neighboring Somalia, Mr. San-

chez-Parcdi raid, "We subor-

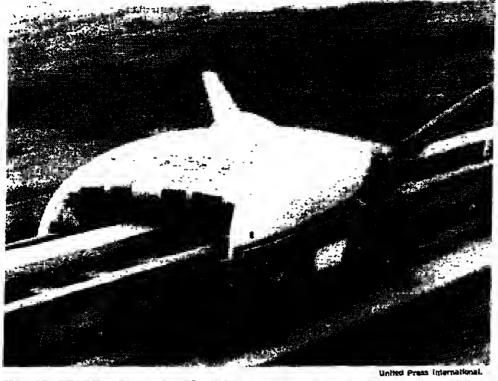
dioate ourselves" to the Ethio-

plans, "We are nut acting as an

expeditionary force, but as ad-

have long since ended.

Cuban troops have fought.



FLYING START - Japan Air Lines' High Speed Surface Transport prototype vehicle during a test run at which it was clocked at 191.29 mph. It is a linear motor-powered vehicle to be developed for carrying passengers from city to airports.

### Among Blacks of Rhodesia

### 3 Moderates Claim Wide Support

By John F. Burns

JOHANNESBURG, Feb. (NYT) .- While more militant black leaders have denounced them as stooges, the three nationalists who reached a constitutional agreement with Prime Minister Ian Smith in Salisbury, Rhodesia, today can claim the black opinion inside the country, possibly even a clear majority.

Since blacks here have never been permitted to display their political preferences in an election, the backing enjoyed by the Various black factions is a matter of surmise. However, such indications as there are, including turnouts of 100,000 persons and more at his rallies, suggest Bishop Abel Muzorewa is probably the most popular leader. 52-year-old Methodist

bishop, who attended universities in the United States, has claimed that more than 80 per cent of the black population would back his United African National Council in the one-man, one-vote elections envisaged in the agreement reached with Mr. Smith. Privately, Mr. Smith has offered a similar estimate.

Too High

The figure is almost certainly too high. The Patriotic Front, a guerrilla alliance that did not participate in Mr. Smith's 10week settlement initiative, unquestionably has a measure of support, mostly among young roots among the 5 milion tribal blacks who have been the printhe guerrillas and government

involved in today's agreement is harder to estimate. The Rev. Ndsbaningi Sithole, 57, was for many years the leader of the Zimbebwe African National Union, one of the most powerfui nationalist groups, but was custed in one of the group's tumerous internal disputes and has shown little sign of retrieving his popularity with a new organiza-tion, the African National Coun-

Chief Jeremlah Chirau, 52, has no record of opposition to Mr.

visers technicians and troops."

of stuthern Ethiopia, and Cuba says it is helping the Ethiopians

On Possible Invasion

While Ethiopian troops are edging closer to the Somali bor-

der, the Ethicpians have said that

they will not invade. Asked if

Cuba would participate in any

invasion, Mr. Sanchez-Parodi sald: "You are asking to make

a statement about what Ethiopia

has said it is not going to do.

We are doing what Ethiopia ask-ed us to do: helping them to

defend themselves again: t Somall

In terms of return assistance,

Angela and Ethiopia seem to be

far more important to Cuba than

greater trade with the United

prisoner releases, tourism and

maritime limits with the United

States may have been achieved

in a relatively short period of

time, few observers on either side

think the trade embargo is close

to being lifted, with or without

While small concessions on

aggressions."

Africa.

to reclaim the territory.

government before Mr. Smith made his commitment to black majority rule. But Mr. Chirau's group, the Zimbabwe United Peoples' Organization, claims the allegiance of all the country's 260 tribai chiefs, whose jurisdic-

tion includes the overwhelming majority of blacks. Tough Reputation

Of the three nationalists involved in the agreement, Mr. Sithole, a barrel-chested man with a reputation as a tough in-fighter, is commonly reckoned to be the most forceful. Even among his own supporters, Bishop Muzorewa is criticized for indecisive-ness and a lack of political sophistication, as well as a propensity to become embroiled in minor personal disputes.

bishop's popular support, perticularly strong in the Salisbury area, owes much to a public perception of him as a peaceful man. His position as the head of the Methodist Church, which he emphasizes by his habit of wearing a Roman collar and bishop's purple even en political occasions, has also been important in this heavily Christian country. Among pationships, the diminutive hishop is a relative newcomer. After studying for five years in Mcthodist colleges in sippi and Tempessee, he in-

volved himself primarily in reli-

glous duties until 1971. That year,

he gained enormous popularity as

the leader of a campaign to build

tlack opposition to a proposed

Mr. Smith and Britain that would have given Rhodesia independence without majority rule.

The bishop's campaign, which caused Britain to shandon the settlement, was conducted at the beliest of the more established nationalist leaders, most of whom were in jail Among these were Joshua Nkomo and Robert Muabe, mow the co-leaders of the Petrictic Front, and Mr. Sithole. who was serving a six-year sen-tence for conspiring -- from a prison cell-to have Mr. Smith and other government leaders

Mr. Sithole, also a U.S.-educated Methodist, is generally credited with having launched the guerwar in 1964 with backing from Chins, Although pemphiets found on captured guerrilias have described him as a lackey of Mr. Emith, the nationalist leader claims to have proof that many of the 4,500 blacks now fighting the regime secretly support him, not the Patriotic Pront leaders, and would ky down their arms

In interviews recently, Bishop Muzorews and Mr. Chirau also claimed that the guerdies would abandon their efforts once a black government was in power. In their talks with Mr. Smith, the three black leaders have insisted on an elaborate amnesty scheme under which the guerrilles would have the option of either being retrained in preparation for joining the government forces or taking education or job-training at

### Smith, Three Blacks Agree On Rhodesia Settlement Plan

(Continued from Page 1) eight-point agreement was signed or initialed said: "What does it matter? We're dealing with men of honor."

Unacceptable, U.S. Says WASHINGTON, Peb. 15 (Reuters: . The State Department said today that the internal agreement on Rhodesia's future appeared unacceptable because it was made without the participa-

tion of the Patriotic Front. A department spokesman said that, according to preliminary information on the agreement announced in Salisbury, this will not meet the peeds as outlined in British-American proposals for

a settlement." "A long-terme and durable settlement must provide for all parties," the spokesman, Ken Brown, said. "A proposal which included all elements would be a welcome

In New York, the U.S. ambas sador to the United Nations. Andrew Young, said the internal agreement was really no settle-ment at all. He said it failed to resolve the

issues that led to armed struggle for black majority rule in the white governed territory. Mr. Young, who took part with

FAO Chief Reports Sahel Crisis Worsens

ROME, Feb. 15 (AP).-Pood and Agriculture Organization said yesterday that the food crisis in Africa's Sahel zone is more extensive than earlier estimates have indicated. The Sahel is a belt of land

couth and west of the Sahara

where food production has been

gravely affected by a series of droughts. FAO Director-General

Edouard Saouma said he would

leave Sunday for two week tour

of the area. He made the an-

nouncement after meeting with

representatives of the United

States, Canada and 11 Western

European countries that are the

main donors to the Sahelian re-

On the other hand there is promise of relatively quick ineclogical and political return in the African venture. After years of failure in Latin

America, where countries eventually turned more to the right than to the left, Cuba has found a different kind of battleground The Markist movements it sup-

ports are either defending a government they already control, as io Ethiopia, or had a good chance of winning civil wars at the time of Cuban entry, as in Angola.

Tremors Shake Turkey ANKARA, Feb. 15 (AP),-Earth For many Cubans, the ability tremors shook the eastern Turkto send doctors, technicians and ish provinces of Erzinean and troops abroad is perhaps the Tuncell today but there was no clearest sign that the revolution loss of life, the state radio rehas succeeded at home.

Mr. Owen in recent talks on Malta with the Patriotic Front, said, "I would hope that this would not etop the Anglo-American plan ffor a settlement], but may be one step in the direction -in fact it could even make it easier."

He said that "free elections involving all the parties in Rho-desia is the only thing that can stop the killing and bring about legitimate majority rule." Mr. Young also said that the

settlement could lead to "another Angola-type war" with up to 40,000 black guerrillas operating from Zambia and Mozambique, and the West unwilling to help defend the government. U.K. Officials Consult

LONDON, Feb. 15 (UPI) -British officials today consulted on the Salisbury announcement of an internal settlement, but said it was too early for detailed

### Strikers Evicted, Phone Blackout Eases in Ireland

BELFAST, Feb. 15 (Renters).— Telephone and telex links between Ireland and the outside world were partly restored today after the government - alleging sabotage won a court order and evicted striking post office engineers from the main telephone exchange in Dublin.

But communications were still patchy and many businessmen have set up temporary offices in Northern Ireland or are flying here just to make telephone calls. Others have chartered special flights to London and even Continental Europe to continue busi-

IBusiness leaders said the blackout was costing Ireland millions of pounds a day in lost exports and other business, the AP reported. Snowstorms that have caused power cuts have worsened the crisis, and some firms were said to be in danger of going of out of business.] The government won its court

order after striking post office workers, involved in a ninemonth-old pay dispute, had sabotaged equipment and telephone

Authorities feared that a continued strike would disrupt the multimillion-dollar tourist indus-

### Pravda Critique Blamed

### U.S. Fears Delays in Arms Talks

By Richard Burt

WASHINGTON, Feb 15 (NYT). -A shoogly-worded Saviet editorial on the Stratogic Arms imitation Talks has complicatd efforts to achieve a new agresment this year, Carter admin-is ration officials said yesterday.

The editorial in Francia lost weekend blamed the United States for the lack of progress in the talks and said that the administratica was attempting to use the threat of a Senate rejection of a treaty to force Moscow to make concessions. Administration arms ana yets

are still studying the 5,000-word statument, and officials have refused to comment on his impact en negatiations now under way in Geneva, other than to say that "steady" progres is being made

More Difficult

Privately, however, several officia's said that Moscow's detailed account of several sensitive cides has made it more difficult for the administration to make compromises that could make a new accord pressible by later this

Consequently, store officia's now suggest that a new accord might not be finished until after the congressional elections in November, Others, however, believe that an accord is still possible before summer and that the editorial demonstrates a strong Soviet interest in achiev-

ing sgreement. During a visit by Soviet Foreign Minister Andrei Gremyko to Washington in September, the administration announced that agreement had been achieved on complicated formula for limiting strategic missiles and bombwithin an eight-year treaty and for placing more temporary restraints on weapons such as Cruise missiles Although, shortly after the

Gromyko visit, President Carter said that a new accord was in sight, the two sides have been unable to resolve several important details concerning the agree-ment, particularly the precise limit that would be placed on U.S. cruise misriles and a new Soviet bomber, known in this country as the Backfire,

Present Impasse

Because there issues have divided negotiators for almost three years, some officials believe that the present impasse is similar stalemate in negotiations in 1975 when an earlier understand-ing reached at a Soviet-U.S. summit meeting at Vladivoscok in November, 1974, gradually fell

"It's too early to tell, but the Soviet editorial may mean the understanding reached last fail is in the process of coming nostuck," an official said.

Most officials believe that the

Pravda editorial reflects both the Soviet leadership's strong desire to conclude a new egreement and its frustration over criticism of the proposed outlines of the accord in the United States. At the same time, in justifying certain Soviet positions, the editorial is also considered an indication that Moscow is unwilling to make eignificant concessions in the

Unlikely to Yield In particular, the editorial's insistence that a new agreement limit the ability of the United States to provide allied govern-ments in Western Europe with access to Cruise misele technology is said to indicate that Moscow is unlikely to yield on this

COMING AND GOING-Lester Martin, a prisoner of

the Floyd County jail, in Rome, Ga., tried to escape

the other day and after a series of athletic move-

ments found that he was coming and going nowhere,

head stuck through the bars and legs through a

scream. An inmate helped to hold up his legs while

waiting for a mason to free Martin by removing bricks.

The problem, as officials ac-

knowledge, is that the administration, already under attack by The accord formally expired in congressional critics for making sicas in the talks, is not m the position to bend on the remaining disputed points.

Although officials in the Arms Control and Disarmament Agency suggested that the tough language in the editorial may have been simed at allaying the fears of hardliners within the Soviet government, a high-level administration official argued that it was meant to muster support for the Soviet position among arms-conirol proponents in Congress. But the official said that this was unlikely to succeed and was more likely to increase skepticism on Capitol Hill over Soviet motives in the negotiations.

1972 Accord

If a new agreement is not completed soon, the administration must confront the question of how king the two sides can con-tinue to achere to the terms of The accord formally expired in October, but both government announced last fall that the would continue to follow its limits: on missie deployment while a neg

secord was being completed.

However officials agree that
the accord cannot be indefinitely extended, particularly because the Soviet Union's continuing deployment of missile - launching submarines should bring Moscow, by mid-year, over the limits lake down in the accord.

If Moscow does exceed the 1972 ceilings for missile submaring conclusions worry that this would further complicate negotiations And even if Moscow agrees t postpoine the deployment of new weapons during the present talks, officials said, Congress might, reapproval for the continuing extension of the 1972 accord an agreement that provides Moscov with a 40-per-cent advantage

### 2 Syrians Killed, 1 Missing In Beirut Suburb Shootout

Rightist gunmen today killed two Syrian soldiers in the Christian eastern suburb of Puru al-Chebbak, disrupting five days of relative calm in Lebanon, rightist sources said.

A third Syrian soldier was reported missing and believed id-napped, they said.

The incident took place as President Elias Sarkis signed into law a bill creating a special military tribunal to assign punishment for four days of clashes last week among Syrian regulars and elements of the Lebanese Army and rightist militias. About 150 persons, including

clashes, the worst Betrut had seen since the end of the civil war 15 months ago. Tension has remained high in the capital ever since as a result

Syrian soldiers and Lebanese ci-

vilians, were killed during the

of the fighting. Neither Syrian troops nor rightist militiameo have relaxed their states of alert, which went into

effect when fighting first broke out eight days ago. Shops in Furn al-Chebbak began to shut as a result of the clash and traffic quickly thinned out. The incident occurred at about 3:30 p.m.; residents said. After the shooting, rightist militia commanders Bashir Gemayel

Chamoun of the National Liberal party went to the scene of the incident in an effort to contain Reports about the cause of the firing conflicted. One report said that it started over a dispute at a roadblock of the Phalangist party, but an aide of Mr. Gemavel said that it began as a result of a

of the Phalangist party and Dany

"A jeep with three Syrian soldiers was traveling at high speed and collided with three or four cars," he said. "The Syrians got out with their weapons pointed at people and armed local residente clashed with them.

4 Polish Workers Die WARSAW, Feb. 15 (Reuters). -Four Poisb railway workers were killed and five injured yesterday in scuthern Poland when an empty oil tank exploded, it was reported today here. The workers were using ony-acetylene hurners to remove the tank from the tracks after a derailmout.

the Phalangist official said. Begin Urges

The Phalangist party has

nothing to do with this," the aid

He added that the missi Syrian soldier had been "take aside for his own safety." To

weapons the soldiers were car

rying were turned over to the Furn al-Chebbak police station.

安全的 化二甲基甲基乙甲基甲基

No Jet Sales To Arab State (Continued from Page 1) Washington by Defense Ministers Ezer Weizman starting March Attempting to sort out a mis-understanding, Mr. Begin sat-that he had never claimed that

President Carter had specificall

endorsed Esrael's intention to keep settlements in the Sinai after th area is restored to Egypt.

But he said that President Calter and other U.S. leaders had approved an overall peace plan which provided for the Israeli settlements in the Sinai to remain where they are under Israell protection. He acknowledged that President Anwar Sadat of Egypt had demurred when the proposal was submitted to him at the Christmas Day conference in Is-mailia, but that the two leaders agreed that the matter should b:

negotiated The Prime Minister noted that the United States believed settlements in the occupied areas were illegal. He said that the Israelihad studied the relevant articles in the Geneva convention a. --concluded that the settlemen. were consistent with international law. He suggested that the two: governments agree to disagree.

Egypt Sees Support

CAIRO, Feb. 15 (Reuters).—Th aircraft was seen here as the first tangible U.S. backing for President dent Sadat's peace initiative— even though he has called the planes "10th rate."

While there was no official. Egyptian comment on the proposal, informed Egyptian sources saw as a tangible political symbol of U.S. support.

It was the first time that Washington had agreed to sell offensive weapons to Egypt. Pre-viously, it restricted military supplies to transport planes and communications equipment.

President Sadat asked for so-

phisticated planes and other arms during his talks in Washington earlier this month to fill the gap-left by the Soviet refusal to sup-ply arms after the two countries. split in 1972

### Arrests Made In Bombing of Jerusalem Bus

JERUSALEM, Peb. 15 (Reuters). Police have made several arrests and warned Isrealis to be on the elert for Palestintan guerrilla attacks following a blast on a crowded bus last night which killed two persons and injured,

In Belrut, the Palestine Liberation Organization announced that; arab guerrilles were responsible for the blast, which ripped out. the back of the bus. It was the worst act of sabotage in Jerusalem in nearly two years. Police arrested several persons

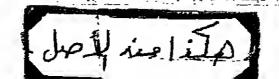
from the occupied Arab West Bank, Security forces have beguna wide-scale search. Four of the injured were in rerious condi-

Police warned the public to be alert for suspicious objects and possible parcel bombs.

### 196 Safe as Plane Burns in Canaries

SANTA CRUZ DE TENERIFE Canary Islands, Feb. 15 (UPI) One-hundred ninety-six passensing gers and crew members scrambia gers and thew members scrammed ed to safety today from a Bella gian Boeing 707 that caught fire when its landing gear failed of

touchdown, airport officia's saids
The jet burned near the sprawhere two jumbo jets collider last March, killing a most 60



As Stockpiles Dwindle

### Mine Strike Talks to Start 'alh Under Prodding by Carter

Under stern prodding by President Carter, coal industry and United Mine Workers negotiators agreed to resume contract talks tonight to end the 72-day-old nationsvide coal strike.

The President yesterday called on both sides to resume bargaining immediately at the White House and threatened "stronger measures" if that effort fails.

Mr. Carter is under increasing pressure to act because of desingting cost stockpiles in some Eastern and Midwestern states. He made it clear that he may order the 160,000 striking miners back to work if the walkout is

After the President's call, the

### O'Hare Airport World's Busiest

issing.

ZURICH, Feb. 15 (UPI).-Chicago's O'Hare Airport in the busiest in the world in passenger terms, followed by two other U.S. airports. Atlanta and Los Angeles. according to statistics compiled by the Swiss Federal Aviation Bureau

O'Hare handled 41.4 million passengers in 1976, it said, against 27.3 million for Atlanta and 26 million for Los Angeles.

London's Heathrow took fourth place with 23.2 million passengers, by far topping the list of Europe's busiest airports. Frankfurt placed secend in Europe with 13.2 million passengers and Orly at Paris was third with 10.7 Ill Million.

### ·Healthy Family ... Victims of Mercy Killings

. NEW YORK, Feb. 15 (AP).—A doctor who took his own life after -killing his mother and sister to .- save them from suffering was . mistaken in his hellef that his . mother was dving from cancer and his sister was ill, a medical examiner said yesterday.

. Dr. Jacques Durosier said that an autopsy showed no evidence of cancer in Maria Valera, 73, although part of her colon had Mrs. Valera's daughter, Niobe, 50, also was healthy before : He said Enrique Valera, 47, an . see doctor, stanbed the women 24 -: ... 48 hours before their bodles were discovered Monday in their \$110,000 home in Queens.

Dr. Valera then wrote suicide lotes: slashed his ankles and - exrists and stabbed himself in the - hest, the pathologist said.
- Dr. Durosier said notes left by

Dr. Valera referred to his father's recent death from cancer and his dister's complaints about ill

#### House Unit Backs Unemployment Bill

WASHINGTON, Feb. 15 (AP). -The House Education and Labor Committee yesterday overshelmingly approved the Humthrev-Hawkins hill which sets a mational target of reducing overill unemployment, currently at wer 6 per cent of the labor orce. 1983.

Rep. Augustus P. Hawkins, Dauf said he thought the bill build be before the full House by nid-March. Hawkins co-sponsorthe hill with the late Sen. Jubert H. Humphrey of Minne-

By Kenneth Reich

eries of major projects to develop

ts energy resources briefly stilled

egional and political bickering

esterday at the economic con-

erence of the 10 provincial

remiers called by Prime Min-

Only British Columbia Premier

Yilliam Bennett took 2 non-

xpansionist position in the two-

Quebec's separatist Premier

tené Levesque said that Quebec

ould join with neighboring

rovinces to develop hydro-

lectric power and build a nat-

Conservation of energy was

nly mentioned briefly during

ie discussion, which conferred on

ills for developing the nation's

il. natural gas, hydro-electric.

'lai and uranium resources. It

as the second day of the three-

Eoergy Pian Outlined

Minister of Energy, Mines and

-sources Alastair Gillespie,

aveiled a \$55-billion plan to

ster chergy development proj-

215 which he said, would create

million man-veurs of employ-

The pain would develop facili-

es to bring Arctic gas and oil

tio eastern Canada, and also, as

it as Alaskan oil is concerned

ster Plerre Elliott Trudeau.

our energy discussion.

ral gas pipeline.

as conference.

arut in Canada.

OTTAWA, Feb. 15.—Agreement hat Canada should undertake a

WASHINGTON, Feb. 15 (WP), mine workers union agreed promptly to resume the talks at the White House. But, after an overnight delay, the Soft Coal Operators Association at first rejected the idea.

> However, within two hours of this morning's announcement of the south, which came in a letter from E.B. Leisenring jr., chairman of the Bituminous Coal Operators Association, to Labor Secretary Ray Marshall, the White House announced that the industry group had reversed it-self and agreed to resume contract talks.

Prompt Resumption

Mr. Leisenring had written that a prompt resumption of the take," that the President first should call warring union fac-tions tot he White House. He said, "Collective bargaining has succeeded—an internal apparatus has failed."

The union's bargaining council rejected a proposed settlement last Sunday by a 30-6 vote.

The BCOA said in a statement today that the decision to attend White House negotiations was made after the industry was assured of "appropriate condi-tions" for resuming the talks. These conditions, worked out in discussions between White House representatives and industry officials, were not spelled out. But administration sources said that one condition would add three members of the union's bargaining council to the UMW negotiating team, making a total of nine, in an attempt to make it more representative of miners'

Taft-Hartley Option Mr. Carter, who personally announced his appeal to both sides to return to hargaining, was asked by a reporter whether he might invoke the Taft-Hartley Act and seek an injunction or-dering the strkers back to work for an 80-day cooling off period. "That's one of the options, yes," he responded.

UMW President Arnold Miller last night quickly acceded to the President's request, which followed weeks of White House refusal to intervene directly in the hitter dispute.

Mr. Carter's move apparently caught coal industry leaders by surprise, however.

Only an hour before Mr. Carter announced the administration drive to end the strike, the ECOA issued a statement calling on the WMW Bargaining Council to reconsider the proposed settlement that it rejected Sunday.

Mr. Miller rejected the industry's request for reconsideration hu tsaid, "We stand ready to negotiate at any time—the sooner the better."

Mr. Carter's direct intervention in the 71-day strike-the nation's longest coal strike-was made as reports of heavy power cutbacks and imminent layoffs arrived in Washington.

In Indiana, the National Guard was called out to help usher coal convoys to utility plants. In Ohio, a state of emergency was called and officials predicted job layoffs of up to 1.3 million workers by the end of the month.

Appearing personally in the White House Press Room to announce his intervention in the dispute, Mr. Carter said that White House negotiations "must be viewed as a final opportunity" for the collective bargaining process to work.

"I continue to support the coilective bargaining process," he asid. "However, the welfare of this country must be my overriding concern.

He said that the coal strike is inflicting "continuing hardship on this country and also the miners, both active and retired." The strike, he said, "cannot be allowed to continue."

Premiers Endorse Resource Development

U.S. Midwest.
Mr. Gillespie said that the

Canadian government has in-

creasing doubts about a proposal that Alaskan oil be unloaded at

Kidimat on the British Columbia

coast and then moved by a new

pipeline to Edmonton Alberta, to

connect with existing pipelines

He indicated that Canada

would prefer that an oil pipeline

be constructed directly from the

Alyeska pipeline at Fairbanks

through the Yukon to Alberta, a

line that would parallel the

Major Projects

several major energy projects in-

cluding moving Arctic gas by

pipeline into Manitoba or in

liquified form by ship to the

Maritimes, offshore oil drilling

near Labrador and Nova Scotia.

heavy oil and oil-sand develop-

ment in Alberta and Saskatche-

wan, coal der lopment in British

Columbia, hydro-electric develop-

ment in In ador and develop-

the premiers, except for Mr. Ben-

nett, who said that British

Columbia has found that major

projects bring many problems in

their wake and that the employ-

ment they create is only transi-

It was, however, the first time

ment of

power in Nova

clearly enthused

Mr. Gillespie also discussed

projected Alcan gas pipeline.

leading to the Midwest.

through central Canada to the in this conference that the Ca-

tract

provinces.

Mark Canada Unveils \$55-Billion Energy Proposal



Green, surrounded by members of his family after learning that he had won over Bella Abzug.

### Mrs. Abzug Is Defeated by Republican in House Bid in N.Y.

NEW YORK, Peb. 15 (UPI). -Republican S. William Green, drawing unexpected support from Democratic voters, staged a come-from-behind victory over Bella Abzug yesterday to win the seat for Manhattan's 17th Congressional district.

The defeat was Mrs. Abzug's

polls in 18 months and may have ended her hopes of returning to elective office. But the former congresswoman refused early today to concede and called for a recount.

and president of the New York

chapter of the American Insti-

The dramatic increase in mal-

practice claims, and hence in

insurance premiums, is a result

tute of Architects,

With all the votes tabulated, Mr. Green, a former state assemhlyman, had 30,240 or 53 per cent to Mrs. Abzug's 28,970 or

Pat Wichter, Mr. Green's campaign manager, said that his candidate made inroads into several presumed Abzug strong-holds. After trailing in returns most of the night, Mr. Green picked up momentum as results came in from the East Side

architects, lawyers and insurance

executives suggest. Since the

1950s, courts have held that

design professionals can be held

liable to the general public, and

not merely to the owners of

after she resigned her seat to run for the Senate. She was defeated in the Senate primary hy Daniel Moynihan, former ambassador to the United Nations. Last year she lost the seven-way primary for mayor ol New York to Edward Koch, who

29% of U.S. Firms Were Sued in 1976

### Malpractice Suits Against Architects Up Sharply York firm of Gruzen & Partners of several factors, interviews with

By Paul Goldberger

NEW YORK, Peb. 15 (NYT) .-Major malpractice suits against architects and engineers, which for years were of relatively little concern to these professions, have increased by 20 per cent a year in recent years, according to a recent study.

The study, prepared by the Of-Research of Victor D. Schinnerer & Co., a Washington-based insurance concern, also said that the average value of claims against architects and engineers for alleged design and construction failures had tripled since and that 29.6 per cent of insured architecture or engineering concerns were sued in 1976.

ance, which was once cheap and relatively easy to get, has become a major financial burden for many architectural and engineering concerns. As with medical malpractice insurance, only a few companies are willing to write such policies, and the costs of premiums have soared-from less than 1 per cent of an architect's gross income a few years ago to 2 to 10 per cent of his gross now, according to Paul Genecki, an executive of the Schinnerer company.

Premiums for \$5 million of liability coverage, considered a minimum for an architect involved in large-scale work such as skyscraper design, can cost \$100,000 a year.

'Immense Burden'

The problem is not nearly so severe for architects as it has been for doctors, since malpractice insurance continues to be available for architects, while it threatened to become unavailable for doctors a few years ago. "But it is an immense burdenin some cases architects are paying more for malpractice insurance than for rent," said Peter Samton, a partner in the New

nadian leaders found themselves

in wide agreement on a vigorous

course of action to stimulate the

Some Disagreements

agreements. Mr. Levesque engag-

ed in a hitter exchange with

Newfoundland Premier Frank

Moores over how litle Quebec is

paying for Newfoundland hydro-

electric power under a 1969 con-

Mr. Trudeau expressed exasper-

ation over the insistence of Al-

berta Premier Peter Lougheed

and others that the Agricultural

provinces might be sold out in

tariff negotiations with the Unit-

ed States and other countries to

protect the nation's industrial

After it was revealed that the

United States had recently made

a secret tariff offer to Canada,

Mr. Lougheed demanded that all

the provincial premiers be able

Mr. Trudeau responded that

the premiers would be given a

general idea of the offer's con-

tents, but that it would not be

right to let them read it. He said

that there were always going to

be interests helped and others

hurt in trade negotiations and

that "at some point we're going

lo have to sav. 'We're going to

negotiate on behalf of the com-

mon market that is Canada."

to review its contents.

Nevertheless, there were dis-

nation's lagging economy.

Living Openly With Another Man No Bar to Getting Alimony in N.Y.

ALBANY, N.Y., Feb. 15 (NYT).—Reversing two lower-court decisions, New York State's highest court made yesterday that a man must continue paying alimony even if his former wife was living openly with another man, as long as she was not

representing herself as her new companion's wife.

The 5-to-2 decision by the Court of Appeals held that as long as the woman was not literally holding herself out as the wife of the second man, the courts had no power to resched an The dissenting justices, in an opinion written by Judge Sol

Wachtler, held that this strict interpretation was "unrealistic in terms of current social standards and practices." The case decided involved the 1974 divorce of Anna and Ray Northrup sr. of Rochester.

According to the opinion, two weeks after she was awarded \$160 a month in alimony, the former Mrs. Northrup began living "openly and notoriously" with another man-sharing his bedroom, cooking his meals, doing his washing and sharing household expenses.

A few months later, Mr. Northrup stopped his alimony payments. He contended that his former wife's behavior qualified as "habitually living with another man and holding berself out as his wate," grounds under Section 248 of the state's Domestic Relations Lew for the court to allow him to halt payments, and two counts agreed. But the Appeals Court, in an opinion by Judge Lawrence

Cooke, overturned those decisions.

### Carter Fails to Reassure Farmers on Prices Issue

WASHINGTON, Feb. 15 (WP). -President Jimmy Carter met on Tuesday with representatives of major U.S. farm organizations but be falled to convince the most militant of the groups that the administration is sympathtic to their economic situation.

Following the 40-minute meeting at the White House, Laurence Bitner of the American Agriculture Movement said that Mr. Carter offered the farmers "tust a defense of the current farm hill. I don't think the President really Metened to what we

"It looks like we're going to have to go home and do it ourselves," said Gerald McCathern of the same organization, refer-ring to threats by farmers to stop or reduce their planting in order to force farm prices up. No Parity

Mr. Carter has edready rejected farmers' purchasing power, with parity. Parity is a measure of farmers' purchasing power, with 100-per-cent parity meaning that farm prices would be high enough to give farmers the same purchasing power they enjoyed in the 1910-14 base used for the mea-

Mr. Carter told the farmers

that the 1977 farm bill was "a good step in the right direction, adding that farm prices have risen cince he took office and that the administration has "a good program evolving." After the meeting, Mr. Bitner

ald, "The administration . . . will have to face the issue Target prices in the farm bill are below the cost of production." Mr. Bitner predicted a drop in spring plantings because of low prices and the financial situa-

#### News Agency Sets Service in Catalan

MADRID, Feb. 15 (Reuters).-The Spanish news agency EFE announced today that it would start a Catalan-language news service for Catalonia, the industrialized northeastern region that achieved provisional home rule last year.

It will be the first time that the agency has provided newspapers with a service in a regional language. Under the late Generalissimo Francisco Franco. the use of regional languages and dialects was suppressed.

Reservation: 225.99.06+

huildings, for problems that cause injuries. The use of new, sometimes not fully tested materials has increased the willingness of injured persons to sue design professionals and the vast increase in huilding costs has made claims for large sums of money, often running into the millions of dol-

lars, not uncommon.

There are several lawsuits now pending in what may he the most celebrated legal action in U.S. architectural history. The complex web of suits from that case is emerging from the spec-tacular failure of glass in the 62-story John Hancock Tower in Boston, where so much glass fell out of the hallding's windows that all 10,344 panes had to be replaced.

peen thed yet in Hartford in the aftermath of the collapse last month of the \$14-million steel-truss roof on the Hartford Civic Center. Engineers have just begun their investigations of that disaster.

Typical Case The Hancock case is the most famous of architectural liability cases, and it is also fairly typical. since it involves litigation among an architect, an owner, several contractors and a building-parts manufacturer, and in that it is

based on a problem involving a relatively new technology. The Hancock suits also raise significant questions about the role of the architect, who, though he may be contractually limited just to providing a design, nonetheless often is assumed to be the "master huilder" and final authority in the construction Drocess

"The primary tesk of the architect is to communicate what proposed buildings should be and look like. The architect does not initiate buildings, nor necessarily take part in the physical act of construction," wrote Spiro Kostof, an architectural historian, in a 1976 essay. He spoke of the architect as "mediator" between the client or owner of a building and the work force that erects it

That role of mediator is sometimes defined and limited by contract. In some cases the architect is permitted only to create a design and is not legally obligated to supervise construction, while in other cases he is responsible for overseeing the building process every step of the

architect has at least a symbolic master-builder role, if not a legal one, and that is why so many architects are the targets of lawsuits when something goes

But in almost every case the

As Senate Debates Mining Bill

### U.S. Pressuring Third World On Seabed Mineral Talks

By William Claiborne

WASHINGTON, Feb. 15 (WP). The United States, in an attempt to force Third World nations closer to its position on mining the vast mineral resources on the ocean's floor, has begun a high-stakes pressure play in the long-running United Nations Law of the Seas Conference.

The first phase involves a new, hard-line posture on the issueone that not so subtly calls into question the need for the kind of world treaty the conference has been working on intermittently for the last 10 years. The thrust of the warning is

that a failure of the conference to adopt a seabed mining treaty at its March 28 meeting in Geneva might not be as calamitous as most delegates think.

Meanwhile, Congress is moving swiftly on a bill that would authorize and encourage U.S. mining companies unilaterally to begin to mine the trillions of dollars of cobalt. nickel, manganese and copper on the bottom of the oceans,

Dream Come True

If the State Department had its way, the hill would be on President Carter's desk in the middle of the six-week Genevaconference and give Special Am-bassador Elliot Richardson a negotiator's dream come true. Mr. Richardson could say at the cooference, in effect. "put up or shut up.

Last week the House of Representatives International Relations Committee reported out the hill, and although a floor fight is certain over whether the mining companies' investments will be guaranteed by the government, full House approval is expected before the conference convenes.

Whether Senate approval can be timed to coincide with the Geneva meeting is less certain, but even the consideration of the measure is viewed by administra-tion officials as valuable leverage for the U.S. negotiators.

At the core of the negotiating strategy is a proposed seabed mining treaty that was secretly rewritten by a handful of Third World delegates at a session last year and is regarded as unacceptable to the United States some other developed nations.

Among other things, the pro-posed pact would force U.S. mining companies to transfer privately developed technology to an international seabed "authority return for mining rights. Moreover, the anthority could control deep-sea scientific research and could give the monetary benefits of ocean mining to countries that did not accept the

For a decade—largely out view of an uninterested publicthe Law of the Seas Conference has been engaged in a tug-of-war on ocean mining, trying to reach agreement on a treaty whose foundation is based on the prin-

ciple that all resources under the sea are the common heritage of

manking. Developing nations, promoting a new world economic order, and industrial nations, defending entrepreneurship and protecting their technological advantage. have debated on negotiating one lext after another while failing to agree on the key issues.

The object of the deliberations how to govern the harvesting of potato-sized nodules of minerals on the seabed floor at depths of up to 15.000 feet. Scientists say there may be 1 1/2 trillion tons of highconcentration nodules, mostly in the Pacific between Hawaii and

A number of mining consortia have invested millions of dollars in research and have committed more toward exploration, estimating that they can go into commercial operation by 1983-84. One consortium has a mining

ship at sea and soon will begin test operations The harvesting systems include vacuum - cleaner - like device that brings the nodules up to ore

carriers, and a conveyor-like chain of buckets to collect the minerals. The negotiations so far have centered on the creation of an international authority that would control exploitation and the dis-tribution of profits among nations.

Generally, the Third World has favored the creation of an operating arm, called "the enterprise, that would harvest the minerals for all mankind, while the United States has favored a "parallel system under which "the enterprise" and private mining firms would operate simultaneously.

Squabbling has repeatedly hroken out over such issues as production limitations, price controis and the extent of the authority's control, and the last session, in New York, recessed in

### 2 Homes in Calif. Slide Into Pacific

SANTA BARBARA, Calif., Feb 15 (AP).—Two expensive homes built at the edge of a cliff slid 100 feet into the Pacific Ocean and another was in danger to-day, police said. All three homes had been evacuated and no one

Acting Fire Department Bat-talion Chief Mel Walters said no other homes were in danger. He said the three houses were hullt further back on their sites -and closer to the sea-than other homes on the street. Owners of the two destroyed

homes, which officials said were worth \$80,000 to \$130,000, had removed most of their furnishings before the earth began to slide yesterday, Santa Barbara and the rest of southern Califormia has had heavy rains during the past week.

### **Ex-Lobbyist Reports to FBI** \$1,000 Payment to Rep. Flood

By Wendell Rawls Jr.

WASHINGTON, Feb. 15 (NYT). —A former lobbyist here has told federal investigators that he personally gave Rep. Daniel Flood \$1,000 in cash in the summer of 1972, about the time a letter over Rep. Flood's signature was issued in behalf of a concern represented by the lobbyist.

The previously undisclosed allegation, made in a statement last year to the FBI, is the first concrete indication that the Pennsylvania Democrat received money in return for favors and influence at is central to a federal investigation into whether Rep. Flood committed perjury at the Los Angeles trial of his former administrative assistant, Stephen Elko, who was convicted of taking bribes from a chain of West Coast trade schools.

The lobbyist, Daryl Pleming, was representing the trade school chain, which was trying to obtain accreditation in order to become eligible for federal programs.

In addition, Elko is prepared to testify that about \$3,500 of tha \$8,000 he took from the tradeschool operator went to help defray costs of the staff representing Rep. Flood at the 1972 Democratic National Convention in Miami Beach, according to sources familiar with the investigation

Rep. Flood did not attend the convention because of flooding in

his home district brought on by Hurricane Agnes, but his staff had gone to Miami to make advance arrangements for him, the sources said.

Rep. Flood issued the following written statement yesterday:
"I deny that these allegations

are true, and in view of ongoing investigations as reported by the news media. I have no further comment on the matter at this time. Over a week before that Democratic Convention of 1972 lt was obvious that the catastrophe which had hit my congressional district, Hurricane Agnes, was of such a magnitude that it would prevent my time being spent on anything other than disaster recovery activities. Consequently. I therefore decided not to go to the convention.

"I have no knowledge of this allegation concerning arrangements for my anticipated attendance at the event."

Rep. Flood and Rep. Joshua Eilberg, also a Pennsylvania Democrat, are under federal investigation for their roles in helping Philadelphia's Hahnemann Hospital obtain financing for a construction project. Both congressmen were being investilgated by the U.S. attorney in Philadelphia when Rep. Eilberg successfully pressed President Carter to remove the prosecutor. Republican David Marston, and replace him with a Democrat.

### Blazers are more like jackets this year

THE classical navy serge blazer (F 890) will never look out of date. But there is a trend back to a jacket style, mostly in tweed, with English patterns or Prince of Wales style checks (F 1150). For blazers, Lanvin 2 has some new, richer, more comfortable fabrics this year: wool and cashmere, for instance (F 1690), or even pure cashmere (F 2390). If you prefer something a little more casual, there's a model in bouclé wool for country wear

Our very latest offer is a dress blazer in fine navy corduroy (F 1150).



### IRAN AIR PARIS-TEHRAN BOEING 747 SP: Tuesday-Saturday 9.15 a m Wednesday-Sunday 3.45 p.m

# **BOEING 747:**

**BOEING 707:** Monday

 $3.45 \, \text{p.m.}$ 

Page 4-Thursday, February 16, 1978 \*

### Soviet Pilots, Cuban Tools

Cuban pilots flying air strikes against Somalı forces in the disputed Ogaden region of Ethiopia while Soviet pilots take their place minding Cuba's air defenses. It is neat because all the aircraft involved are Soviet MiGs, unfamiliar to Moscow's new Ethiopian clients but well-known to Cubans and Russians. It is cynical because Moscow has evidently decided either that Ethiopia's cause in the Ogaden is not important enough to risk the lives of Soviet pilots, or that Cuban faces in combat look better to Africans than Russian faces. Why else send two contingents of pilots in opposite directions across the seas?

All their protestations notwithstanding, this news brands the Cubans as the tools of Soviet imperial purposes. Fidel Castro has argued long and passionately that his people feel a special affinity for the new nations of Africa and had a right to join their struggles for nationhood when invited. As long as that effort was confined to Cuba's natural capacities, the argument had a plausible ring. But to bleed away Cuban forces to the point where Russian pilots must be imported for routine domestic chores is to confess that Soviet foreign interests enjoy priority in Havana even over Cuban defenses. When weighed against Cuban dependence on Soviet economic as well as military help, it turns the Cubans into the world's foremost intercontinental force of merce-

Such a drastic and far-flung alignment with the Soviet Union is not easily reconciled with Castro's recently expressed desire to reduce dependence on Moscow and to reestablish some commercial and political ties to the United States. Sending technicians and even combat troops to Angola and Ethiopia was one thing. The Cuban forces went at the invitation of avowedly Marxist and "revolutionary" but independent governments. It would even be argued that making friends in Africa and throughout the Third World was consistent with reducing dependence on the Soviet Union. But the

It is a neat, and cynical, division of labor: new division of labor with Russians no longer fits that contention.

Narrowly speaking, no immediate American interests are yet directly affected. The Soviet Union has played a guiding role in Cuba's air defenses for nearly two decades. There are no major Soviet offensive weapons in Cuba, and no discernible risks of a Soviet-American clash over Cuba; the United States scarcely intends to violate the island's air defenses. And in the Horn of Africa, the deplorable intervention by any outside forces must be seen against the fact that it was precipitated by last summer's Somali invasion and selzure of the Ogaden region. Although some of the Cuban air strikes may be hitting targets in Somalia, Somali forces are still in territory universally recognized as Ethiopian. (The Somalis are themselves armed with Soviet weapons-the products of the long Soviet-Somali alliance that collapsed when the Russians went after bigger fish in Ethiopia.)

There are, however, two considerable risks for the Cubans. If the Soviet assistance to Ethiopia turns from the defensive into an offensive assault on Somalia, the United States will feel impelled to join other Africans in military counter-measures. That would risk a conflict which, though physically confined to African territory, is bound to erupt in a new wave of anti-Cuban feeling in America.

And in any case, Cuba's decision to serve Soviet ambitions to such an imprudent degree will set back the cause of finding a place for Cuba in this hemisphere's community of nations. Just when it had finally gained a grudging acceptance in the United States, after giving up its quixotic efforts to lead a Latin-American revolution, the Castro regime has undertaken not merely an ideological mission among brother Africans but a Soviet errand that is likely to offend as many Africans as it gratifies. The Cuban people and their well-wishers in the United States are ill-served by Castro's inter-continental machismo.

### Perceptions of U.S. President

The Carter administration is now beginning its second year but, oddly, a great many Americans still say they have no clear view of it. For them, Mr. Carter and his central purposes have not yet come into focus. Along with all the other evidence of it, there was a poll suggesting that perhaps a third of the voters who were questioned neither strongly approved nor disapproved of the Carter presidency. They put themselves somewhere in between. It wasn't ignorance or unconcern. It seems to have been a sense that the record so far is enigmatic.

Public ambivalence toward Mr. Carter you could argue, is rooted in public ambivalence toward federal power and the use of it. There's a lot of dissatisfaction throughout the country about the way in which the economy is moving, for example, but there is no durable, muscular majority for any single line of action. The worries about unemployment just about balance the worries about inflation. The pressures for higher business investment counter the pressures for bigger budget deficits.

You can see this kind of division in two of the major organizations devoted to economic progress for black Americans. In addressing energy policy, the NAACP is following the strategy of growth, on grounds that the condition of blacks will improve only. amidst improvement for the whole population. The Urban League puts its faith in allocated benefits and direct federal intervention in behalf of those who need it most. Both positions are intellectually respectable. But they point in opposite directions, which is hard on a politician trying to respond to the concerns of blacks.

Mr. Carter has contributed to the confosion by the shifts in his own positions. His views on the federal role seem to have gone through three discernible stages. Two years ago, when he was campaigning for the

nomination, he was a small-government man. He had accurately sensed that a lot of Democrats were fed up with the steadily increasing reach of federal regulation—a trend that, we might observe, had continued rapidly through the eight years of Republican administration. Mr. Carter spoke to that resentment, which is a very large part of the reason he won the nomination. The other candidates were all much closer to the party's tradition of expansive and confident

But once Mr. Carter became the nominee. he wanted and needed the support of all the other Democrats—the ones that judged a man's sincerity by his willingness to push the big bills and the big programs. Through the campaign, and the euphoria of the first months in office, Mr. Carter committed himself to that long, cumbersome succession of comprehensive reforms-of welfare, of energy policy, of taxation, of governmental organization and all the rest. None of them seems to be doing very well at the moment. Mr. Carter, who is not slow to see these things, now appears to have shifted emphasis once again within the last several months. Currently he is back to talking about the need to keep the federal government within its proper bounds.

Perhaps it is true that the political base does not exist in this country today for forceful reform legislation and large new initiatives. The American mood today is not the ebullient self-satisfaction of, say, the middle 1920s. There is an uneasy sense of obligations still to be met. But there is little consensus on an agenda, or any widespread impulse to pursue it. That was true two years ago. The polis suggest that two years of debate, and one year of President Carter. have not done much to change that funda-

mental condition of our national politics. THE WASHINGTON POST.

### International Opinion

### Cooperation Needed

Signs of increasing tension between the United States and West Germany should be a source of concern to us all. In important senses, the relationship between the two countries has become in recent years a cornerstone of the Atlantic alliance . . . in part the difficulty seems to be personal. It is noticeable that there is not the warmth of feeling between President Carter and Chancellor Schmidt that exists, say, between the President and Mr. Callaghan . . .

Since the Carter administration came in there seem to have been a series of issues which have provoked strong disagreement between the two governments. The latest of these is the American handling of the dollar

and the German government's handling of

its own economic expansion . . .

The United States cannot expect Germany to follow economic policies which it deems to be exainst the interest of economic and political stability. Against that, the Germans and the rest of us must understand that the world is poised on the brink of a damaging and headlong plunge into unthinking protectionism. If that process is not to run out of control, there is more need than ever for effective cooperation and understanding within the major industrial countries. That goal would be at total risk if the present

tension between the United States and Ger-

many degenerated into more serious con-

-From the Times (London).

### In the International Edition

Seventy-Five Years Ago

ROME-For the last two days a very rare phenomenon has occurred at Venice. At low ebb the water rushes suddenly into the sea, leaving all the canals, even the Grand Canal, dry. Gondolas and other craft are stranded, and traffic is suspended for several hours. This novel and strange speciacle attracts many visitors to the city, but it could be a dangerous omen for the future.

February 16, 1903

### Fifty Years Ago

February 16, 1928

WASHINGTON-Poliowing the usual stormy battle between the Wets and the Drys the House of Representatives today sanctioned the \$13-million appropriation for Prohibition enforcement for the fiscal year beginning July 1, 1928. The \$28,640,000 appropriation for maintenance of the Coast Guard also was passed. More than half of the latter sum will be used to enforce the country's anti-liquor laws.



By James Reston

What Carter has go

promise available.

WASHINGTON-Those 200 planes President Carter promised on Valentine's Day to end to Israel, Egypt and Saudi Arabia were not intended as instruments of war but as instruments of peace. They were, in effect, political valentines. That is the lace-embroidered ge out of Washington.

As Carter argued during the election campaign, it's a little hard for the United States to be both the world's leading champion of peace and the world's leading supplier of the weapons of war." And it's even harder to explain why this decision was amounced during the present crisis in the Middle East peace negotiations, but there is sort of an explanation.

The President promi the Congress to send 60 F-15 fighters to Saudi Arabia when he visited that country briefly earlier in the year. The Saudis have been particularly insistent ever since that the promise be kept, and while Carter recognized that the timing was awkward, he went through with the deal.

### Promises

Once that was decided, he had to handle the arms requests from Israel and Egypt. The immediate diplomatic problem here was to get Sadat back into the peace negotiations, so he was promised 50 F-5E fighters. That was round

Having consoled Sadat, Carter then consoled the Izraelis, but not much, with the promise of 15 F-15 fighters, and 75 F-16 fighterbombers. So every promise was kept except maybe the original one to the American voters to reduce the commerce in weapons

Actually, the situation is not quite as had as it sounds, though there is obviously going to be a noisy row about it in the Congress. In the first place, the Congress by law has 50 days after ek to agree or disagree to the President's promises. Second. though the F-5E fighters can go to Egypt perhaps within a year, the more advanced F-15s and F-16s will not be available until 1980

So what Carter has done is to trade a promise of planes to Egypt for a promise to keep the talks going; a promise of planes to Saudi Arabia to keep financing Sadat and keep oil production up and oil prices as low as possible; and a promise to Israel that it will have modern planes for its security into the 1980s. Israeli officials, however, are not concentrating on the political purposes but on the military dangers of the deal. They are not so concerned about the F-58's to Egypt, for they have one of the best air forces in the world and can handle these light essentially defensive aircraft.

### Tabuk Complex

But they are worried about the development of a large military complex at Tabuk in northwest Saudi Arabia within range of Israel by the F-15s, and they recall that Saudi Arabia has transferred military equipment to Egypt and has taken part in the wars against Israel, though not with much effect.

Accordingly, while the Israelis say they will continue with the peace talks, they are concentrating on the worst possible mili-tary consequences of these modern planes in Saudi Arabia, while Washington is concentrating on the best possible political comgoing without any indication that either Israel or Egypt is prepar-No doubt an attempt will be made in Congress to authorize the

والمنظل بالمراز المستستنية والمرازي والتراث والمراث وا

Israeli part of the deal and reject the Saudi Arabian part, but the administration is insisting that this arrangement maintains the balance of power, that it has to be taken or rejected together, and that if planes are approved for Israel and rejected for Saudi Arabia or Egypt, the administration will call the whole thing off. The chances are, however, that the Congress will approve after hard debate, for Israel is not likely to get such modern planes rity interests."

anywhere but the United States, whereas Egypt and Saudi Arabia can get modern planes in Westis the paradox of planes for peace. It was an awkward decision for him to make, not only because he promised to cut arms sales, but because he seems almost to be bribing Egypt and Israel and

contradictory positions.

Officials here argue, nevertheless, that the deal is in keeping with Carter's arms statement of May 19, 1977, "The United States," Carter said then, "will henceforth view arms transfers as an exceptional foreign policy implement, to be used only in instances where it can be clearly demonstrated that the transfer contributes to our national secu-

In more direct terms, the President simply found himself in a box. He could have done nothing and risked the collapse of the talks or the threatened resignaseriously here, or given everybody the promise of planes in the future. It was a case of a beautiful theory (cutting arms shipments) being murdered by a gang of brutal facts. So Carter played Saudi Arabia to keep the talks for time.

### South Africa, Namibia And Botha's Walkout

By Jonathan Power

what happened.

The South Africans had ac-

cepted some months ago that they could not, in an election

run-up, keep their army at the

20,000 mark. They asked for 3,000.

positioned in eight or nine loca-

tions, SWAPO began the New

York meeting by wanting all the

South Africans out and a UN

force in their place. The South African Army, even if reduced in

size, they argued, would have a

psychological impact not to be

underestimated in a country that

had been intimidated by South

Africa's might for over 60 years.

But by the end of the weekend

SWAPO was prepared to accept

the West proposal of a South

NEW YORK, Feb. 15.—Don't York meeting. Despite Botha's take the decision by Roelof angry departure. compromise in Boths, the South African Icreign minister, to storm out of last weekend's discussions on Namibla too seniously.

The differences that remain between the South Africans, their guerrilla opponents, the Southwest Africa People's Organization. and the five Western foreign ministers who are referently the match, see not overwhelming. Compared with Rhodesia it is a pushover. If you are a betting man, take a bet that South Africa will be back in the ring before a month is out.

Unlike Rhodesia, Namibia dees net have competing nationalist organizations. The guerrillacked political movement, the Southwest Africa People's Organization (SWAPO), has a clear lead over its nivals. Moreover, Nem'bia has only one ruler, South Africa. Rhoderia has two, a degreed legal culer, Britain, and an illegal one running the show. Ian Smith, The likelihood of a fast-escalating and dangerous war is high in Rhodesia, and presently low in Namebia. SWAPO does not have the military capacity of the Patriotic Front.

There is, however, one similar-ity that is probably taken far too seriously. In both countries there is talk of an "internal settlement," In Rhodesia that would be an accord between Ian Smith who has been running his illegal regime for 13 years, and the highly popular home-based na-tionalist leader, Bishop Muzorewa, But in Namibia, it would mean creating an Ian Smith type, for one does not yet properly exist, and also creating a black alterna-tive SWAPO, which would be even

more difficult. Indeed the relative straightforwardness of the problem has meant that the negotiations, until the Botha walkout, have fairly speci along. The South Africans, in one short year, have moved from blank refusal to consider independence for Namibia to a point where they are now pre-pared to allow SWAPO to contest elections to decide who would rule the new nation. In the proagainst a halfway house-type of government which would have given built-in veto to the 95,000 white settlers.

Not content with that, they installed in September a "benign resident dictator," Judge Marthinus Steyn, whose job has been to begin to dismentle some of the more impleasant features of apartheid. He abolished the pass laws that controlled the movement of blacks from one part of the country to another, he repealed laws that probabited marriage and sexual relations bethe strictures on free speech and assembly.

SWAPO, in turn, has moved from its position of demanding that political power be handed over to it directly to the accept-It also accepted, in another meeting in New York last August, that the interim adminised by South Africa.

All this pointed toward more compromise at last weekend's New

Iran and Chile, may come to rest solely on force. The elternative

to this dismal prospect is a

change of government to include the more representative

elements outside the party's

As the dominant external pow-

er there, the United States bears

responsibility for Tunisla's past

and future development. One may hope that President Carter

would fulfill his campaign prom-

ises of reducing military supplies

and promoting human rights.

expecially in societies where

American power and interests

condition local developments. In

North Africa, this implies re-ducing rather than increasing

United States military sales. So

ignore violations of human

far Washington has been prope

rights in its sphere of influence.

Instead, it has adopted a policy of militarization in North Africa,

where tensions are mounting be-

tween social classes as well as

Equal Ahmad is a Fellow of the

associate projessor of Middle

Institute for Policy Studies, in Washington, and Stuart Schoor

East and North African history,

at Brooklyn College. They wrote

this article for The New York

narrow and frozen confines.

African force of 1,500 with the previse they be confined to an cut of the way base. The gap between these two positions is not so great and the West suggested it could be bridged by restricting South Africa's troops to two The South Africans also held out for their own administrator-general, to be in charge during the election run-up. again wanted to depend on the

#### keys in the lock" arrangement, Compromise

United Nations. The West sur

gested that perhaps both could have a share in it—a kind of "two

On the question of political prisoners, it was SWAPO whr. did most of the compromising South Africa agreed some time ago to let out its political pris-oners if SWAPO would do the same, Following an internal fear within SWAPO, the losing factor has been imprisoned in Tancania. Setting them out could trig a new leadership struggle ger a new leadership struggle But SWAPO finally sgreed to seriously consider 4t.

So why the Botha walkout None of the remaining differences look unnegotiable. SWAPC was not inflexible, neither wer the South Africans, Indeed, on : host of lesser details South Africa compromised generously.

South Africa, too, must realize having come so far, they have t bend with events. An "interes settlement" excluding the guerril las is an even less workable prop esition in Namibia than it woul be in Rhodesia. There is no Muzo rewa-figure to give it the aura c legitimacy it would need. It would whites, which would be taken b SWAPO as a bona fide reason fo calling in Cuban help from neigh boring Angola, Moreover, th South Africans must be away tirat an "internal settlement" a ranged by them would provoke strong demand at the United Na tions for an economic embars against them. They may calculat that the Europeans might or Pose such a move, but would the United States? It is most doubt ful, and on reflection, they mus realize in a European-U.S. show down on en issue of this kind th ofted States would win

Botha's tantrums are thtentames of a man checkmater .Watch carefully, a deal is abou to be done.

### – Letters – –

Ministates in the UN I am glad that at the end o your profile of the Commo Is lands in your Jan-31 edition, yo mentioned the daland state a the 143d member of the UN. favor self-determination of per ples under colonial rule.

However, emancipation of such small states reises one vital question when you consider the fac that these states have tended to become beggars for their out staple food. That question is inherent in Article 4, paragraph of the UN Charter. Is Comon Islands in a position to carry it financial obligation within the

The present plight of the Co-moro Islands may serve to bring the long shelved problem of the ministates to the fore in the UN. What the UN gives will one band, it takes away with the other. JOHN OSEL

The International Herald

Bokogna, Italy.

Tribune welcomes letters from readers. Short letters have a better chance of being published. All letters are subject to condensation for space reasons. Anonymous letters will not be considered for publication. Writers may request that their letters be signed only with initials but preference will be given to those fully signed and bearing the willer's complete address.

### Tension in Tunisia

By Eqbal Ahmad and Stuart Schaar

NEW YORK—A confrontation has developed between the Tunislan government and the powerful labor federation, formerly allied with President Habib Bourguiba's regime. Events of Jan. 26, when the government called the armed forces to quell a general strike, left a heavy toll estimated at 130 dead and 450 injured. In proportion to the United States' population, this would be equivalent to 4,550 dead and 15,750 injured in a single

This surprised Americans who think of Tunisia es a moderate and stable Mediterranean country of six million. Yet this crists, brewing for some time, has resulted from the inability of the Bourguiba regime to harmonize economic development with political freedom and social

With American aid amounting nearly \$1 billion in two decades, Tunisian achievements have been considerable. An oversil 5-per-cent to 8-per-cent rate of economic growth was maintained first in the centralized and statist program of the Minister of Economic Plenning, Ahmed Ben Salah, and continued after his ouster in 1969 under the more laissez-jaire policies of Prime Minister Hedi Nouira.

#### Conformity Both Mr. Ben Salah's and

Mr. Nouire's approach had re-quired absolute public conformity to governmental decisions and umed a dental of political freedom as a necessity for development. Neither paid enough attention to the needs for developing participatory institutions and for equitable distribution of income, goods and services among a poor but politically conscious

In fact, under the laissez-jaire policy, the gap between rich and poor has widered. The ranks of the privileged eitte that controlled and ran the economy in the 1960s have been swelled by a nouvear-riche group of conspicuous consume contractors and speculators. Meanwhile, soaring memployment and galloping inflation have nullified the meager gains of further from the public and, like the working class. Corruption, relatively rare until 1972, has become widespread, augmenting popular resentment and social tensions. These realities are ignored by institutions such as the World Bank and the Agency for International Development, which extol Tunisia'e perfor-

As public demands for human and economic rights mounted, the government responded with sed repression. The banning of the Communist party in the 1960s formalized a singleparty state; independent newspepers were closed; within the party advocates of democratization were purged. This trend. has climaxed in the 1970s. The number of political prisoners has been augmented and

torture is reported to be common. Hard-liners within the ruling party have created an extra-legal police force that has terrorised critics and dissenters. Increased American arms aid has reinforced repressive institutions. The confrontation between the government and the workers' federation marks a turning point. In the battle for succession to

the alling 74-year-old President, the hard-line elements appear now to have the upper hand. They bave responded violently, arrested prominent labor leaders. and threatened heavy sentences. But suppression will only intensify the conflict

### Repression

Few Tunisians will believe the charges or consider punishments just. The labor movement played a key role in Tunisla's independence etruggle. Thereafter, it was the major force in steering the society in a progressive direction. It makes little sense to see Habib Achour, secretary general of the trade union, accused of subversion and extremism. Tunisians know him as Bourguiba's close associate since before independence, es a memher of the Destourism Socialist party's political bureau, and as a parliamentarian

By augmenting repression, the government will isolate itself

Chairman John Hay Whitney

Editor

Murray M. Weiss

Co-Chairman **Katharine Graham** Arthur Ochs Sulzberger

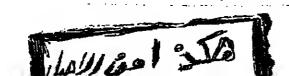
Publisher Robert R. Eckert

Mary Rachr, Sculer Editorial Writer

Managing Editor William R. Holden

International Herain - rionne, S.A. au capital de 9.239.000 P. R.C. Paris No 73 S 2112. 21 Rue de Berri, 15380 Paris Cedra 08 Pul. 225-28-99 Telex: 220.360 Heraid, Paris Cabies: Retaid. Paris Le Director de la publication; Walter N Thaver In O.S.A. - Subscription price 2316 yearly Second class postage paid at Long Island City. N.Y 11101 D 1978 International Heraid Tribune. All rights reserved Commission Paritairs No 34.231





**Obituaries** 

### Abraham Rattner, Painter, Printmaker, Tapestry Artist

Abraham Rattner, 62, painter, in printmaker, tapestry designer and teacher, died yesterday of heart

Mr. Ratiner was one of the strongest colorists of his generation and one of the few surviving members of the Franco-American art world as it existed immediately after World War I. With bis vivid and headlong mode of expression and his readiness to ettempt a great theme, no matter how daunting, he endeared himself to a large public starting in the 1940s.

He was born in Poughkeepsie N.Y., on July 8, 1895. At the age of 8, he was already making portraits of his Russian father and his Romanian mother. By the time he graduated from Poughkeepsie High School in 1912, he was a practiced draftsman.

After studying at George Washington University and the Corcoran School of Art in Washington he went to the Pennsylvania Academy in Philadelphia. Twn years' service with the 40th Engineers in France during World War I gave him a taste for

### $p_{Tambo}$ Russian Cites 'Over-Reaction' to Downed Satellite

UNITED NATIONS, N.Y., Feb. 15 (UPI).—A Soviet astronomer has indicated that Russia will pay the costs involved in recovering the radioactive Cosmos-954 satelilte, which fell over northwest Canada Jan. 24

while accepting responsibility or the mishap, Soviet academician Evgeniy Federov also told he United Nations yesterday that it should be more concerned "- nout the dangers of radioactive collution posed by nuclear weapins than by "some small fragnent of a satellite falling here or here." Mr. Federov added that - he Russians first believed the atellite would come down over alaska instead of Canada. Decrying what he said was

- . over-reaction" by both govern-- nents and the media to the risk -- involved, Mr. Federov dismissed -. Swedish proposal for a mora-": prium on sending nuclear-power-"-: urtherance of technical progress, ir Federov sald.

\$2 Million Spent

OTTAWA, Feb. 15 (UPI).-Canda has spent more than \$2 milon in operations to recover leces of Cosmos-954 but no irmal bill has been sent to the oviet Union, Defense Minister arney Danson said yesterday.

### Cambodia Troops Are Said to Seize **60 More Thais**

BANGKOK, Feb. 15 (Reuters). -Cambodian troops kidnapped 50 hais yesterday after killing four ersons in an attack on an eastrn border village, a Thai military pokesman said today.

... He said about 200 Cambodian -taged a predawn attack with eavy weapons on Baranach illege, in the Lahansai District i Buriram Province. A policean and three defenses voluneers were killed and three efense volunteers were wounded The Cambodians abducted 50 illagers from an adjacent hamit, retreating after several hours I filghting with government rces, the spokesman said. It was the second incident in

he last week in which large umbers of That villagers were aid to have been saized by Camdian troops. About 300 Thais, mostly women-

ad children, were captured by combined force of Thai Commeist guerrillas and Cambod'an offices last Thursday in Ubon atchethari Province, north of turiram, after a Communist atck on their village.

### Security Is Tight At Asian Parley

BOWRAL, Australia, Feb. 15 AF).—Eleven Asian and Pacific ommunwealth leaders and the presentatives of a 12th today pened two days of informal ilks to this small resort town fier arriving here yesterday om Sydney amid tight security. The town is co-host of the rst regional Commonwealth ecting. The troops, which had strolled the streets yesterday iring the leaders' arrival, had en pulled back sources sald. it were still in the area. The curity followed a bomb blast onday that killed two persons itside the Sydney hotel in hich the leaders had been 10 Litaring.

Attending the conference are .e presidents or prime ministers Bungladesh Australla, Fiji, idia, Malaysia Naurp, Papua Guinea, Singapore Sri inka. Tonga and Wesi2m onoa. New Zealand Prime Miner Robert Muldcon returned me yesterdoy and was repreasted by two ministers.

-- S. Postpones Atom Test YUCCA FLAT, Nev. F.5, 15 Pir.-Strong winds blowing toand Las Vegas today forced the froment of Energy to postne its first animaired unders of the year. The unlisfind that, ende-names fifte-

NEW YORK, Feb. 15 (NYT).- French life that he never lost After the armistice he returned to the Pennsylvania Academy and was awarded the Cresson Traveling Fellowship to Europe.

Until 1940, he spent a great part of his time in France. While living in Giverny, near Paris, he watched his neighbor Claude Monet at work on his famous paintings of lily ponds. man who never stopped learning, Mr. Rattner studied under Vormon at the Ecole des Beaux-Arts in Paris, at the Ecole de la Grande Chaumière under the sculptor Bourdelle and at the Académie Ranson.

He exhibited his work at the Salon d'Automne, the Salon de Printemps, the Salon des Indépendants and elsewhere.

His first one-man show was held at the Galerie Bonjean in Paris in 1935. Like many another gifted painter, he was given his first one-man show in New York by the Julian Levy Gallery, in

In 1940 Mr. Rattner returned to the United States when the German armies overran France. Not long after, he made a crosscountry journey with Henry Miller, of which the author later wrote a characteristically euphoric account.

His American career pursued a steady course, with many honors and appointments. He kept a studio in Paris to the end of his life, and in 1951 he was artist in residence at the American Academy in Rome. But fundamentally he was based in the United States from 1940 on.

In 1955, he was elected to the American Academy of Arts and At the end of the sixties, Mr. Ratiner began yet another career,

es a printmaker, and in 1970 a film called 'The Long Prayer of Abraham Rattner," produced by David Ebin, was commissioned by In his last years, Mr. Rattner continued to work with almost no

diminution of energy. A book by his stepson Allen Leepa, published by Harry N. Abrams, Inc., gave a lively and comprehensive account of the artist's long

His work was represented in the Albright-Knox Gallery in Butfalo, the Baltimore Museum, the Chicago Art Institute the Detroit Institute of Arts, the Hirahborn Museum in Washington, the Metropolitan Museum, the Philadel-phia Museum and many other public collections, including the Vatican Museum of Contemporary

-JOHN BUSSELL

Giuseppe Pasquale . EOLOGNA, Italy, Feb. 15 (AP).—Giuseppe Pasquale, 71, an Italian financier and sportsman who was for several years president of the Italian Soccer Federation, died at his Bologna home yesterday, his family announced today.

Willi Domgraf-Fassbender MUNICH, Feb. 15 (UPI).-Baritone Willi Domgraf-Fassbender. 60, who was known for his interpretation of Mozart's works, died Monday, the Munich State Opera Company announced today.

#### Derisive Remark On Paris TV Sets Off Minor Storm

PARIS. Feb. 15 (UPI).—A minor political storm was brewing today after a prominent center-right leader used a derogatory term for Arabs in a National Assembly elections next a Communist party leader.

Jean-Jacques Servan-Schreiber, chairman of the Radical party, accused the Communists last night of treating French citizens

as "bougnoules."

"Lies, all lies," Mr. ServanSchreiber said, rejecting the
Communist program for the
National Assembly elections, next month. "You are treating French citizens like bougnoules," he told Roland Leroy, his Communist adversary in the debate.

Mr. Servan-Schreiber's apparently careless use of a derisive word for Arabs was condemned by Mr. Leroy as "unworthy ... of a member of the French par-

liament." Civic groups, both Algerian and French, criticized Mr. Ser-van-Schreiber and at least one of them threatened a court action. The incident was an Indication of the growing tension emong political leaders as the two-stage March, 12, 19 elections draw near. All recent opinion polls have pointed to a leftist victory.

### Bid Made to Protect

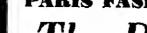
Sea-Water Crocodile MADRAS, India, Feb. 15 (Reuiers).-An international group of wild the life conservationists have called for a ban on commercial trade in the sea-water

crocodile to save it from extinc-

The group, which has been meeting near here suggested that the gea-water crocodile found in India, Bangladesh and Australia rhou'd be listed as an endangered species and its commercial sale prohibited.

Turks Seize Hashish

ISTANBUL, Peli 15 (Reuters). -Turkish price verterügy seszed 150 million tires (\$7.5 million) with of highlyh bound for Western Europe officials said. lifeta," may be held temory. Three men were arrested, they





### The Disco Dress-Exhibitionism Lives!

By Hebe Dorsey

PARIS, Feb. 15 (IHT).—The cocktail dress is out. The disco dress is in

Both styles came out of specific occasions. The prim and pretty, fairly uptight cocktail dress was a natural for what was a mostly static social function, where most of the action consisted in shifting one foot, then another, while trying to avoid spilling one's

The disco dress is the latest development in evening wear, already marked by social changes As both the cocktail party and the big gals went on the wane, discotheques took over. With them came new music, new

The disco dress is basically the opposite of the grand evening dress. Its first quality is to be colorful because women, gyrating in the dark, want to be noticed. Also, since dancing has become a one-to-one, mostly exhibitionist act, the disco dress must move and swing about, which, again, does away with all efforts at

The second "must" of a disco dress is that it be comfortable. Getting into the act on the dance floor can prove livelier than a session at a gymnasium. A specialist in disco dresses is, not surprisingly. Regine, whose nightlife has given her a con-siderable lead on the field. She was first to see the need for such dresses two years ago. She quickly made a deal with a French manufacturer and started producing her "Zos," or

"ready-to-dance dresses." As she said: 'In order to dance those modern dances, you don't

MADRID, Feb. 15 (AP).-The price of Spanish daily newspapers went up yesterday from 15 pesetas to 18 pesetas (18 cents to 22 cents). It was the second news-

Spanish Newspaper Price

dress because you'd be afraid to ruin it—which is enough to ruin your evening. "Remember, one does move about all the time-and one does

perspire. So, you've got to be comfortable, and be able to move your less and your arms. Also, if you spill something on your dress, you should be able to say

Electronic Games Mark New Trend rhythm and new ways to dress. At U.S. Toy Fair

NEW YORK, FED. 15 (AP) .-The computer took over the playroom this week as the 75th annual American Toy Fair opened here with an array of electronic games and gadgets, many of them linked to science fiction themes. 'before toys are being introduc-ed for the entire family-higherpriced, larger toys, video games, said Abe Kent, chairman of the Board of the Toy Manufacturers of America, Inc. The science fic-tion theme is showing the most

marked increase. The average American family spent about \$88 per child on toys last year," Mr. Kent said. "This year," he added; "the figure will be about \$95." Industry sales are up seven per cent from 1976 and total \$3.3 billion, according to the chairman.

Video games, electronic target games, electronically controlled racing cars and electronic quiz dominate the exhibit-a trend that industry leaders ex-pect will continue as the impact of technology on everyday life

Many of the electronics revolve around the theme of outer space, including Star War tie-ins and toys based on another outer space show due to appear on television this spring.

anything else, seems to have

adopted the Chinese view of the

medical virtues of ginseng: Soviet

spacemen take along pieces of

ginseng root as a preventive against possible ailments. Mean-

while South Kores, a prolific

producer of ginseng, is pushing

o the human model.

Nowadays Soviet Russia, not it sbroad, for instance to Ameri-

want to be caught up in a car-can, (iron collar). You don't attention of other name designwant an elaboraie. expensive ers. Right now, disco dresses are at their most interesting bccause they are mostly do-it-rourself affairs. The element of surprise is far greater than at any other given function where women tend to fall into the reguler

fashion channels. One is never too aure what one is going to find at a discotheque these days. It oright be heavily hobnalled, black Strangely enough, so far, disco leather blouson over a black silk dress a la punk. But that is fast giving way to all sorts

> The final, and most important requisite for a disco dress is that it not hang to the floor. Floorlength evening dresses are dead

of crazy pants which are com-

ing up very strong. Reckless,

see-through outflts with lots of

lace are also looming on the

these days land not only in dis-

business with disco fashions. An obscure establishment on unfashionable Boulevard de Beaumarchais, near the Place de la République, it looks more like a junky thrift shop, with all the clothes piled up in stacks.

Wild and Volgar

But the firm's designer, Colette Nivelle, has callglit up with the wild, vulgar and costumey spirit of disco fashions. Her clothes come in a vast range of colors that are near-blinding under natural doylight - electric blue. tiery red, gold-yellow and lots of silver and gold. Styles include three-tiered tulle skirts, sleek shiny overails, satin-trimmed Tshirts satin jeans, all again in

those circus colors. The color combinations are glaring, the clothes are poorly sewn and not too well put together, but in the end it makes little difference, because they do not cost much, which again

### Royal Shakespeare Plans Hectic Season

STRATFORD-UPON-AVON, England Feb. 15 (UPI).-The Royal Shakespeare Company, consolidated its claim to be the world's largest and busiest theater company today hy announcing 35 new productions during the rest

aters in London, two in Stratford and one-temporarily-in Newcastle-Upon-Tyne.

productions will be televised and tion touring larger United Kingdom theaters.

and sometimes less so, the same

bait which has accounted for its

popularity in the Far East for

the last 4,000 years-its reputa-

tion as a cure-all lafter all, the generic name of Panax comes

from the same Greek roots which

give us "panacea") and especial-

(c) 1978 by Waverley Root;

ly as an aphrodisiac.

in William Shakespeare's hometown opens March 22, the earliest ever, and contains six Shakespeare plays—ending with "An-tony and Cleopatra," directed by Peter Brook and with Glenda Jackson as Cleopatra

The RSC will occupy six the-

Besides that, a company announcement said, a small touring company will be created, three there will be one major produc-

Its season at its parent theater

Last year's acclaimed "Henry Quartet"—Shakespeare's four plays about Kings Henry V and VI-cpens the season at the Aldwych, the RSC's main London

But the company is also taking over the Young Vic Theater for the Ian McKellen-Judi Dench "Hamiet," holding a second full season in its Barebones Warehouse theater, and occupying two commercial playhouses in London's West End.

One of those will hold the company's award-winning musical version of Shakespeare's "Comedy of Errors," a two-year-old production which refuses to die. A television version will be seen this summer, the company said.

French Style in Japan

TOKYO, Feb. 15 (UPI).-French ready-to-wear clothing and knitwear manufacturers will display their fall-winter collection later this month in a bid to promote their exports to Japan, the French Fashion Center in Tokyo reported this

### WAVERLEY ROOT.

### Ginseng's Magic Is Mighty but Its Taste Isn't Much

and often sprouts "arms" as well.

Since superstition has it that the

potency of ginseng is in direct ratio to the degree of its resem-

blance to a human being (and

so is the price that can be had for it), astute dealers have been

known to trim off any super-

numerary "limbs" to come closer to the human model.

PARIS, Feb. 15 (THT).—"There nese interest in ginseng is based ain't a thing in the world it's good for, except to make money," a cynical American dealer in ginseng told Wayne King of The New York Times in 1975; and indeed ginseng is marginal as food, though mighty as magic. Ruling out drinks, I find it used as a food for nearfood) only (1) by persons who nibble its root, usually more for medicinal than gastronomic or dietetic reasons: (2) by Euell Gibbons, an indomitable experiwith wild foods, who candled ginseng root and reported that it "was not at all bad chew on"; and (3) by the Chinese inventors of squab soup with ginseng, the most striking

characteristic of which is high I am informed, at second hand, that it adds a faint licorice-like flavor to this dish, which sounds better than the taste of the virgin root as described by Mr. Gibbons in 'Stalking the Healthful Herbs": "While it wasn't absolutely nauseating. I felt sure the Chinese didn't pay [high] prices merely to enjoy the taste. It was both bitter and sweet, with

> How high the price could be in China Mr. Gibbons also told us: "A perfect, unbroken, par-ticularly human-shaped root of ginseng, cured to a clear translucency by a secret process known only to Chinese druggists, may briog as much as \$300 to \$400 an ounce in the Orient, said that is roughly ten times the world price of gold." This of course would be a Hope Diamond among ginseng roots, an exceptional piece commanding an excentional price. At present the going price for run-of-the-mill wild ginseng root is \$60 a pound.

would call it delicious."

That ginseng is good for making money has been demonstrated in U.S. history a surprising number of times for a plant which is usually described as a native of Manchuria and Korea; but America has ginseng too-Panax quinquefolius or Araba quinquejolia), while the Asiatic species is Panax schinseng. It is often reported (for instance by myself, before I learned better) that trade between America and China first opened in 1784 when the American-built Empress of China sailed into Canton with forty tons of U.S. ginseng in its bold: actually the sloop Hingham had sailed from Boston to Canton as early as 1773, carrying

55 tons of the same commodity. Many historians follow up the story of the Empress of China by going on to say that American ginseng disappointed the Chinese: it didn't pack the punch they wanted. The age-old Chion the theory that it can cure or prevent most of the ills which flesh is heir to, and specifically that it promotes male vigor. Found wanting in this respect, the story goes, its commerce languished. Trade records do not bear out this assertion.

Ginseng has been continuously a commodity of American-Chinese commerce to this day, its biggest year having been 1862, when 622,761 pounds were shipped to the Far East (exactly one century later, in 1963, the exports amounted to only a little more than 100,000 pounds).

No Metal

Ginseng has been cultivated in the United States since 1870 or thereabouts, but connoisseurs are sniffish about cultivated ginseng which they consider inferior in taste and, more importantly, in efficacity. Its price fluctuates between one-third and two-thirds of that of the wild root, Cultivation is also comparatively unattractive; it requires a great deal of hand labor and the observance various taboos-for instance, the root should be eased out of the ground with wooden tools; contact with metal is believed to deplete its medicinal and mystical properties.

The Chinese would certainly concur. According to their ancient legends, ginseng appeared after summer lightning striking a mountain stream caused it to flare up in flames which assumed the shape of a man, while from its banks there burst forth man-shaped root, a gift of heaven to cure all human ailments. Ginseng (jen-chan in one form of Chinese) means "manroot." The root is indeed usually forked, suggesting a pair of legs

### Museum in U.K. Receives Award

STRASBOURG, Feb. 15 (Repters1.-A British museum of industrial archaeology yesterday became the first winner of the Award set up last year under the auspices of the Council of Europe.

The Ironbridge Museum, an oper-air exhibition area which cludes the world's first fron bridge—after which the town was named - and the furnace in which iron was first successfully smalted with coke, won \$6,000 and a bronze sculpture by Henry

The second prize of \$2,000 went to the council's newest member. Spain, for a center of contemporary art in Barcelone called the Jean Miro Foundation

2. Your mother worries. (Another good reason to call home.)

An international call is the next best thing to being there.

## Why so many Canadian Club drinkers are Herald Tribune readers.

much given to copying China in cans, using, sometimes subtlely

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Published with The New York Times and The Washington Post

### Witteveen Says Expansion 'Urgent'

Johannes Wittereen, managing irrector of the International Monstary Fund, asserted today that a stronger expansion of domestic demand in such countries as West Germany and Japan has become more "urgent" because of the appreciations in the currencies of these countries during the past 18 months.

At the same time, Mr. Witteveen raised a question about whether the time may have come for the United States to assume a more direct burden in financing its large international payments deficit, instead of having

inflation differentials."

The IMF official said that he was encouraged by the actions taken recently by Japan to stimulate that country's domestic demand, but he did not mention West Germany in this same refer-

### W. German Economy Gains, **Domestic Demand Is Cited**

FRANKFURT, Feb. 15 (AP-DJ).—The West German economy showed a significant upswing in the fourth quarter of 1977, but the decisiva factor was domestic, rather than foreign, demand, the Bundesbank said in its monthly report for February.

and third quarters, West Germany's gress national product chower a seasonally adjucted real rise of 1 per cent in the fourth quarter from the third quarter. As in the third quarter, it rose by a real 2 per cent from the like 1976 period, the report said.

The most obvious sign of the pickup in domestic demand was a 7-per-cent rise in domestic criters to the machine manufacturing industry in the fourth quarter compared with the yearearlier period. The construction industry also registered a sizable increase in orders, partly as a result of the federal government's medium-term investment pro-

signs of an improved investment cited the effect of increased government spending in the second half plus favorable borrowing

The central bank stressed; however, that despite a relatively errorg rise in foreign orders toward the end of the year, the export sector remained under pressure from the rising value of the deutsche mark. The mark's revolution has gone far beyond what price and cost relationships between Germany and its trading partners justify,

ever, little can be done to change the situation, it said. "The if it does not want to los employment and output capabili-ties," the report said.

though the number of unemploy-ed increased sharply in the

As a direct result of foreign exchange market turbulence in recent months, the Bundesbank's foreign currency reserves rose by io billion marks in the November-to-January period, the report this on the domestic money supply, the Bundesbank mopped up 25 billion marks in liquidity during January through offering paper without redemption requirements, it said.

on foreign purchase of German domestic securities, should curb the expansive effect of foreign inflows of capital on the domestic

The central bank noted, however that if the central bank money supply continues to ex-pand at the seasonally adjusted 15.5-per-cent annual rate posted the November-to-January period the Bundesbank's 8-percent growth target for 1978 would

Earnings Stagnant Another report today said that despite an expected pickup in rales, most German companies do not expect earnings to rise in

A survey conducted by the IFO

### **Options Exchange** Lists 9 Firms

AMSTERDAM, Peb. 15 (AP-DJi.-The new European Options Exchange, to be opened here on April 4, has selected an initial list of nine options classes on shares of leading companies from the United States, Britain and the Netherlands.

The companies are IBM, General Motors and Eastman Kodak, of the United States; British Petroleum Co., Imperial Chemical Industries Ltd. and another yet undisclosed British concern, and Unilever NV, Philips Lamp and Royal Dutch Petroleum, of

to better facilitate the opening of the exchange, which will be the first European venture in traded share options modelled on the Chicago Board Options Exthange, an exchange spokesman

#### NEW YORK, Feb. 15 (AP-DJ), other countries carry this load. Addressing a conference of

economists in New York Mr. Witteveen said that it is now clear that adjustments in exchange rates "should indeed go beyond what is needed to compensate for

Referring to the countries with international payments surpluses, the IMF official said that ex-

### Institute, one of Germany's leading research groups, said however, that investment should show

Ranked Third

For Labor Cost

COLOGNE, Feb. 15 (AP-

DJ). - West German com-

panies rank third among

industrialized countries in

what they must spend in

labor costs, a study by the

German Economic Institute

With personnel expenses

averaging 18.92 marks an

hour, West Germany was be-

hind only Sweden, with costs

of 20.75 marks an hour, and

Belgium, with 19.16 marks, the

Next on the list were the

Netherlands (18.72 marks( the

United States (17.76), France

(12.23), Italy (11.83), Japan

According to IW, one of

Germany's leading research

terms of labor costs has

especially deteriorated against

its three largest competitors

-France, Italy and Britain-

since 1970. U.S. personnel

costs were 3 per cent below

those of Germany as recently

as 1975, and now are 6 per

W. German-U.S.

Discord Is Deep,

Italians Report

ROME, Feb. 15 (AP-DJ).— Italian officials batefed over the past two days by U.S. Treasury

Under Secretary Anthony Solo-

mon say that the U.S.-West-

German dispute over boosting German economic growth is deeper than officials of those

two countries have declared pub-

The Halians, who wished to

respect the "informal" nature of Mr. Solomon's visit and speak

off the record, said that they had

Chancellor Helmut Schmidt than

In this, the Italians were mir-

Both Mr. Bamenthal and Bonn

Mr. Solomon's position here, in

his contacts with the ministers

of the Treasury, finance and

foreign trade and leading indus-trialists and bankers, was that

this "locomotive" action by West

Germany would be a big help for

the Italians as well in getting

a stagnant economy going again.

(10.57) and Britain (8.09).

(IW) said today.

institute said.

cent lower.

a stight rise, a trend expected to continue into 1979. The overall rickup in sales should be more evenly distributed than was the After stagnating in the second In the manufacturing industry, ebcut had the companies surveyed reported higher cales in 1977 than in 1976, but nearly one-

fourth expect to post lower earnings for the year. West Germany

gram, the report added.

Currently, there are definite climate, the Bundesbank said, It conditions as key factors in this development.

From the German side, how-German economy—through holding prices and costs stable—must adjust to current exchange rates.

The report said further that winter months, the seasonallyactiusted percentage of jobtess fell to 4.4 per cent by the end of January, 1978, from 4.6 per cent in July, 1977.

Currency Reserves

This measure, along with restrictions imposed in December been told that Treasury Secre-tary Michael Blumenthal had been tougher in his talks with money supply in the future.

had been thought. roring remarks attributed in the weekly Die Welt to West Ger-man Economics Minister Otto Lambsdorii, to the effect that Mr. Bitamenthal had said in strong terms that the Bonn govermment was not doing enough

to speed up economic growth. spokesman Armin Gruenwald had played down the intensity of the

### ADVERTISEMENT MATSUSHITA ELECTRIC

INDUSTRIAL CO., LTD. (CDRs) The undersigned announces that the 70th Ordinary General Meet-ing of shareholders will be held in Kadoma City, Oseka Prefec-ture in Japan, on February 20,

A notice of the meeting of Mat-substitute Electric Industrial Co., Ltd., will be available in Amster-dam at Pierson, Heldring & Pier-son N.V. and further at: Algemene Bank Nederland N.V., Amsterdam-Rotterdam Bank N.V., Bank Mees & Hope N.V., Pierson, Heldring & Pierson N.V., Kas-Associatie N.V. the Netherlands The initial list was kept short

AMSTERDAM DEPOSITARY COMPANY N.V. Amsterdam, 13th February, 1978.

out the needed additional demand expansion would bring about greater disequilibrium in the international economic situation. while reducing imports of the surplus nations, "In these circumstances," he

said, "a vicious circle of continuing currency appreciation and deflation could easily come about. The recent appreciations of the deutsche mark and the yen are to be welcomed from an international standpoint, but they must be supported by appropriate pol-icles on the demand side if early and effective adjustment of the external position is to come

Mr. Witteveen added that this adjustment process should be done without "intensive and sometimes emotional debate," such as has been apparent recently. The is-sues, he said, should not become a source of friction between countries, but need to be analyzed and assessed "dispassionately,"

U.S. Situation

Mr. Witteveen, who will be retiring this summer as head of the IMF, commented that a few remarks "are now in order" about the decreciation of the dollar and the U.S. balance of payments deficits. He said that the world is "faced painfully" with a ques-tion of how the U.S. international payments deficit should be fi-

For the United States, as the main reserve currency country, the "need" for financing is not as obvious as for other countries that have to obtain foreign exchange in order to be able to pay for their imports.

"But does this also eliminate the destrability of some deliberate financing of the U.S; deficit?" Mr. Witteveen asked.
The United States, from time to

time, has been urged by IMF officials and other governments to help finance its payments deficits by using official U.S. monetary This was a highly controversial

Issue in 1971, just before the Unit-

ed States abandoned the par value system for currencies and stopped redeeming official dollar holding abroad in gold.

If the United States does not

help to finance its international payments deficits, Mr. Witteveen noted, the extent of any deprecia-tion of the dollar would be determined mainly by the foreign exchange intervention policies of other nations.

By Sam Jameson

TOKYO, Feb. 15—Toshio Doko, president of Keidanren (federa-

tion of economic organizations)

says that a lack of confidence

among business leaders was de-

laying economic recovery in

business group would form its own "vision" for the next two or three

years to help restore "vitality and

confidence in enterprises," Mr. Doko told newsmen after a meet-

ing with vice-presidents of Kei-

Mr. Doko did not mention it,

but the announcement, in effect.

represented a statement of the

business world's lack of confi-

dence in both Premier Taken Fukuda's stated goal of achiev-

ing a 7-per-cent real growth in

fiscal 1978 (beginning April 1)

and Mr. Fukuda's declaration

that real growth of close to 7

per cent would be achieved for

the following fiscal year, as well.

Rikuzo Koto, senior managing

director of Keidanren, who met

newsmen with Mr. Doko, said

business leaders were fairly con-

fident that pump-priming mea-sures which the government has

been implementing for nearly two years would begin to show

"But the business world still has no confidence as to what

effects around May or June.

Ford of U.K. Plans

£250 Million Outlay

LONDON, Feb. 15 (UPI).-

Ford Motor Co. plans to invest £250 million over the next five

years on major improvements to

its British plants, a spokesman for the company said today.

This is on top of £180 million

already earmarked for the new

engine plant now being built at

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SEKISUI PREFAB HOMES, LTD.

(CDEs)

Bridgend, south Wales.

To combat it, the influential

### **Expansion Seen Ending Within Year**

### U.S. Business Is World's Gloomiest

By Leonard Silk

NEW YORK, Feb. 15 (NYT).-The greatest riddle facing the stock market, capital goods industries and Washington policymakers today concerns why, with the U.S. economy advancing more strongly than others, memployment improving and the almost universal forecast for continued expansion through 1978, the state of husiness confidence is so low in this country. The stock market itself, dragging along below the 800 level, is one measure of that lack of con-

Now a worldwide survey by the McGraw-Hill economics department throws new light on the gloomy business mood in the United States and what may lie behind it. The survey found that, among executives of leading corporations in 13 industrial countries, business confidence was next to lowest in the United States—only in Belgium was it lower.

The business mood was not exuberant anywhere, but the countries with relatively high confidence were Britain. West Germany, Italy, France, Denmark, Norway and Sweden.

The confidence index was based on corporate executives' answers to 11 questions covering their companies' sales outlook six months and 18 months ahead; the country's economic outlook over the short-term and 18 months ahead; the direction of the rate of inflation, short-term and long-term interest rates and profit margins, and the companies' relations with later and with

Positive answers to all 11 questions by all executives in a country would have given it a score of 100, negative answers to all questions a score of zero and "same" or "average" responses to all

questions a score of 50. The United States scored 43.2, or 7 points below the 13-country average of 50.2

The country-by-country comparisons cannot be taken too literally, as Douglas Greenwald, chief economist of McGraw-Hill Publications, concedes. The high level of business confidence in Britain follows several years of slow growth or no growth, combined with very high inflation, and the survey points out that "Italian businessmen are relatively confident largely because economic conditions cannot get much worse."

Thus, when a British or Etalian businessman says he expects more sales or less inflation, he is feeling only relatively better, like a person who stops sitting on a hot stove. Mr. Greenwald stresses that the index for each country should be regarded as 'a relative, rather than ab-

A clearer picture of what eccounts for the depressed state of business confidence in the United States emerges upon examination of the responses to particular questions. This country s low confidence rating was due largely to questions having to do with the 18-month business outlook, the rate of inflation in the next six months, the direction of both sbort-term and long-term interest rates six months ahead and current business government relations.

The executives of 51 major U.S. companies who responded to the survey were relatively pessimistic about the 18-month outlook for the economy, with an index score of 37. On the short-term economic outlook, the score of U.S. executives was 59.5. This implies that most American businessmen, though recognizing that husiness is now getting better, expect a slackening or recession within the next year and a half.

Asked how they expected the rate of inflation to go in the next six months, the American executives scored 225, with most expecting inflation to worsen or remain at its present rate of approximately 8 per cent. The U.S. score of 22.5 compares with 96.5 in Britain, where inflation has been coming down, and 52 in West Germany, where the rate of price increase has stabilized at about 3.5 per cent.

On the outlook for short-term interest rates, U.S. businessmen scored 17.5, implying that most of them expect short-term rates to go higher in the next six months, which is considered bad news for the stock market. Their expectations on long-term rates were only slightly better, with the U.S. index registering 22.5 compared with 82.5 in Japan and 63 in West Germany.

What does the McGraw-Hill survey add up to? It shows that most American businessmen are convinced that the current economic axpansion, now three years old, cannot last more than about

#### One Bank to Provide Funds

### City of Paris Makes Euromarket Debut

According to the sources, one

By William F. Low BRUSSELS, Feb. 15 (HIT) .-The city of Paris is making its debut in the Euromarket, informed banking sources say, and is borrowing around \$20 million for

In contrast to most Eurocredits,

will happen next year or the year after," Mr. Koto said.

He cited a host of questions about the future which, he said,

had helped cause business lead-

ers to hold back on investment

plans, thus delaying full recovery from the 1973 oil crisis. Among

them were whether the govern-

ment would carry out major tax

increases next year, and whether

public-works spending could be sustained next year with deficit

financing already underwriting 32 per cent of the government's budget.

Mr. Koto said Keidamen's eco-

nomic research committee would

try to formulate by August, when

next year's government budget

requests are formed, a vision

based upon "what businessmen

themselves really feel" for in-

vestment, an outlook for supply

and demand of energy, what to

do with excessive production facilities in recessed industries,

and how to cope with changes

in Japan's "trade structure" like-

ly to happen as a result of Japan

opening its doors to more im-

In an indirect slap at the gov-ernment, Mr. Koto added: "This

will not be merely a calculation

based upon macro [overall] sta-

Mr. Doko, who was to leave today with a group of leading Japanese businessmen to sign a

long-range trade agreement with

China, said he had been assured by Japan's minister of interna-

tional trade and energy that the

government would help finance

special refinery facilities needed

to facilitate the import of some

48.2 million metric tone of oil

from China between 1978 and

1982. Oil from China has a

heavy wax content which most

of the present refineries in Japan

@ Los Angeles Times.

are not equipped to handle.

tistics.

reason why the credit is not being syndicated is that it pays a very low interest rate. Although not confirmed by Société Générale, the sources suggest the tothe Paris loan is not being syn-dicated among a group of banks. terest-rate margin starts at just Confidence Lack Said to Delay

and foreign, indicated that they would not agree to such a rate even for a prime credit risk like Economic Recovery in Japan

Another two French credits are in the process of being ar-ranged at higher margins, the sources say. ELF is reportedly borrowing around \$50 million for a minimum of 5 years on a spread of 5/8 per cent, while the steel group GIS is raising \$50 million for 5 years at 1 3/8 per cent. This high rate reflects the lack of a state guarantee as well as the problems currently facing the

French steel industry.
No more French loans are expected to be launched on the Euromarkets until after the forthcoming elections. Bankers say the situation is too uncertain to guarantee the success of credits for French names.

International bankers are divid-

ed over the impact that a win for the left would have on French credit ratings in the Euromarkets. Most bankers feel France would still remain a triple-A credit risk, but a minority believes French borrowers would be forced to pay

Japan Firm's Issue TOKYO, Feb. 14 (Renters).-Ishikawajima-Harima Haavy Industries Co. plans to make a dollar floating rate note issue in Europe, the first of its kind from

### Earnings in Britain Rose 2% in Month

LONDON, Feb. 15 (AP-DJ) .-Average earnings of British workers in production todustries and some services rose in December by 2 per cent the third consecutive month - to - month increase the Department of Employment said today.

On a year-to-year basis, the rise in average earnings accelerated for the fourth straight month in December to 10.5 per centthe highest figure since last April and up from 10.3 per cent in

to March 5, 1978.

Instead, the French bank Société a non-bank Japanese corporate Générale is providing the funds borrower, informed securities itself.

They said the proposed issue, for an amount they were unabla to disclose, is now unde consideration by the Ministry of Finance for inclusion in the list of second-quarter Japanese issues

hedge dollar assets.

Senior officers of IHI were not Such a spread marks the lowest immediately available for comrecorded in the present cycle. A ment, but the securities sources number of banks, both French said they believe the company wants to diversify its borrowing sources away from reliance on bank loans and is interested in taking on liabilities in dollars to

#### 32 7.8. Southern Natural Resources, down 5/8 at 28 5/8 on the Big Board, proposed a statutory merger. Southern already owns 91 per cent of Offshore. About 825 issues showed losses **Dollar Rallies**

The market fell over a broad range in early trading after the coal operators rejected President tract negotiations with the coal miners union at the White House.

The industrial index rallied to a

Also aiding the market was a Street analysts said.

age, down more than 4 points prior to the ATT's dividend action, cut its loss in half, but resumed its downtrend in the final hour.

government report that U.S. retail sales declined 3.1 per cent in since 1967.

man leaders produced any results, the analysts said. These doubts were reflected in the dollar's continued weakness in world

The standout loser was Massey-Ferguson, dropping 2 1/8 to 9 5/8 in busy trading. Tha. com-pany said it will omit dividends on its common and cumulative preferred shares for the current quarter in view of a preliminary estimated net loss of about \$38 million.

### Stock Advisers' Fallibility Is Shown Up by a Computer

ZURICH Feb. 15 (AP).—Investment advisers are not infal-lible, as most holders of stock have found out. A Swiss financial monthly, Bilanz, has resorted to its computer to find out just how fallible the advisers are and reports that the findings are "shameful" and "demythologized the banks." Sample calculations as cited by Bilanz in its February

• One million Swiss francs invested in a "blue chip" portfolio of stock in 10 leading international companies on a Swiss bank recommendation would have shrunk to 372,718 francs within 82 months. The computation includes proceeds from the sale of drawing rights and iosses in real value as a result of a 49.7-per-cent Swiss Inflation during the Jan. 1. 1971 to Oct. 31, 1977 period. "The dividends paid during the 82 months, totaling 167,495 francs, barely covered the taxes, bank charges and the bill of the tax consultant," commented Bilanz tronically.

• Three hundred thousands dollars invested six years ago in an American portfolio would have shrunk to \$235,000 by the end of 1977, assuming that every recommendation of the bank had been followed by a \$10,000 order. "Of 84 bank recommendations to buy, only 29 yielded a profit; of 50 "sell" tips, only 14 brought a plus," the monthly said.

• If the investor had "acted like grandfather" and kept the money in a Swiss savings book, the \$300,000, then 1.26 million francs, would have increased to 1.57 million francs, now more than \$780,000. If it had been put into fixed interest securities, the value would now be at 1.75 million francs or more than \$870,000.

The monthly said an analysis of past bank investment nmendations showed that advisers were "always late or too late in spotting trend changes." Summing up, its verdict was that even without resorting to professional advice, "the average investor is not likely to do worse if he relies on a bit of luck and common sense."

### **Stocks Close Lower** In See-Saw Session

sistent takeover rumors.

leader, was up 1,2 to 13 on per-

fell 7.8 to 11 5/8. The company

expects a substantial loss in the

second quarter because of the

coal strike. Fibreboard, again

omitting its dividend nn common

On the bright side, Foster-

Prices finished lower on the

American Stock Exchange in

light trading. The Amex index

Offshore Co. jumped 12 1/2 to

After Opening

Sharply Down

LONDON, Feb. 15 (AP-DJ),-

The dollar, which opened sharply

lower today in European foreign

exchange dealings against the main Continental currencies, re-

bounded on profit-taking and

short-covering and finished little changed on the day.

went short of dollars in the morning before the Bundesbank

probably stepped in to give the

U.S. fund a slight boost. Then,

after profit-taking pushed the dol-lar up and the market grew more

cautious, noting the New York

Federal Reserve's support actions

late yesterday, the U.S. currency

There was no fresh news af-

fecting the dollar specifically,

In Paris, French President Valéry Giscard d'Estaing said the

franc "isn't sick because of the

economy." He cited political rea-sons and congratulated Prime

Minister Raymond Barre on the

"rapidity and efficacity" of the measures he had taken to protect

The French franc firmed

against several major currencies

following the news and forward

discounts narrowed, indicating a

firmer underlying trend for the

centimes on the day at 4.8438

dollar firmed 7 points at 2.0857 marks. It lost 10 points against

the Swiss franc at 1.9190 francs.

against the yen at 240.65 yen ver-

The pound came under some

sus 240.63 yen late yesterday.

The U.S. unit was steady

Against the deutsche mark, the

the French currency.

dealers said.

regained further ground. Short-

covering followed, dealers said,

Apparently, many operators

Wheeler, considering a stock split,

stock, was steady at 13 3/4.

jumped 1 1/8 to 28 3/8.

fell 0.21 to 123.46.

Among other losers, R.L. Burns

NEW YORK, Feb. 15 (IET).-Stock traders, shrugging off a dividend boost by American Telephone & Telegraph Co., sent the market into its fifth straight decline today.

Sentiment improved a little at midsession when American Telephone announced it was raising its quarterly dividend to \$1.15 a share from \$1.05.

The Dow Jones industrial average closed at 761.69, down 3.47 points at a new closing low for the year. Tha previous 1978 clos-ing low was on Jan. 26, when it finished the session at 763.34. Prior to that session, the last time the index closed lower was on April 8, 1975, when it ended the day at 749.22.

today with about 485 higher. Volume totaled 20.17 million shares, compared with 20.47 mil-lion yesterday.

Carter's cali to resuma coal con-

loss of only a fraction after the coal operators reversed themselves and agreed to resume negotiations. However, it fell off again in late trading.

White House announcement that the coal industry agreed to resume labor contract talks with striking miners later today, Wall The Dow Jones industrial aver-

Speeding the decline was a

January, the largest drop at least Other factors bearing on the market were investor doubts that Treasury Secretary Michael Biumenthal's talks with West Ger-

currency markets.

American Telephone, also ac-tive, gained 3/4 to 60 1/8 and Howard Johnson, the volume

#### early "professional selling" pres-sure, reaching a low of \$1,9240. It later rebounded to \$1.9344, down 16 points on the day. Italian Payments

Surplus Widens ROME, Feb. 15 (AP-DJ).-Raly posted a balance of payments surplus of 558 billion lire in January, the Bank of Italy reported today, based on provision-

at figures.

Part of the surplus was due, the central bank said, to 225 bil-Hon lire in loans taken abroad. The January surplus was an improvement from that of 322

billion lire posted in December and the deficit of 42.6 billion registered in January, 1977. For all of 1977, Italy had a provisional surplus of 2,044 billion lire, net of loan repayments of 350 billion, compared with a deficit in 1976 of 1,028 billion.

### Swedish Jobless Rate

STCOKHOLM, Feb. 15 (AP-D.I).—Swedish unemployment totaled 110,000 persons, or 2.6 per cent of the labor force, in Janusry, up from 77,000 in December and from 95,000 a year earlier,

the Ministry of Labor announced.

We are pleased to announce the following appointments:

> HANS BÖLSTERLI Manager-Geneva Office

MARC HOVELACQUE Institutional Sales-France



L.F.ROTHSCHILD, UNTERBERG, TOWBIN

21 Rue du Rhone, 1204 Geneva, Switzerland

RARE JEWELS OF THE WORLD S

The undersigned announces that the Semi Annual Report February. **EXCEPTIONAL** the semi Annual Report February.

1977-July, 1977, of Sekisul Frefab

Homes Ltd. will be available in

Amsterdam at Amsterdam-Rotterdam Bank N.V. and further at:

Algemene Bank Nederland N.V.,

Bank Mees & Hope N.V., Fierson,

Heldring & Fierson N.V., Kas
Associatie N.V. **EXHIBITION** February 11

AMSTERDAM DEPOSITARY COMPANY N.V. BADRUTT'S PALACE SAINT-MORITZ Amsterdam, February 9th. 1978.

London Metals Market

London Commodities

Paris Commodities

1,399%

European Markets (Yesterday's closing prices in local currencies)

COCOA

Mar 1.435 1, May 1.416 1, Jul — Sop 1.410 1, Dec 1,330 Mer 154 lots o f19 tons.

Brussels

Frankfurt

May
Jul
Sep
Jul
Sales: I
Patrona
b-bid.
COPPER
Mar
Apr
May
Jul
Sep
Bec
Mar
Apr
May
Sep
Bales: 8
B-eattile

ORANGE JUICE
15,400 Bs., r cents per B.

Mar 118,60 127,60 118,40
May 117,75 120,75 117,30
Sep 115,00 117,70 114,80
Nov 111,39 13,95 110,39
Jan 72,00 74,80 97,39
Mar 88,50 97,25 88,59
May 88,18 97,25 88,59
May 88,18 97,25 88,59
May 88,18 1,2616 88,50
Solot Bs., cents 97,55 3,00
Apr 4,00 4,20 1,77
Abry 4,70 4,75 4,20
Nov 5,10 5,10 5,10
May 5,10 5,10 5,10
May 5,50 5,10 5,10
May 55,60 5,76
Sales: 58,80
COTTON, Na. 2 150,000 fbs
Mar 5 4,00 4,90 5,40
May 55,60 56,20
COTTON, Na. 2 150,000 fbs
Mar 5 4,00 5,40
May 55,60 56,20 58,55
Jul 56,70 57,40 56,45
Oct 59,15 58,45 58,01
Dec 58,30 58,70 57,40
Mr 57,60 57,09 9,68
Mr 59,60 59,09 9,68
Mr 59,60 59,09 9,68
Mr 255 10,260 185 Mr

Wednesday's

point to 25 per cent from March

NEW HIGHS- 16

54.87 56.29 57.28 558.49 94.75 560.70 560.35 560.35

### NYSE Nationwide Trading (3 O'clock) Feb. 15

European Gold Markets

Gold Options

3.75-4.75

i, Qual du Mont-Blanc 1211 Genava i, Switzerland Tel 312560 · Telex 28305

Valeurs White Weld S.A.

February 13. 1978

Open Close
178.55 178.60
178.875 171.875
kiloj 187.96 186.99

18.00-11.00 7.00- 8.00 4.00- 5.00 7.75- 8.75

PBT is pleased to announce that

Jeffrey Mosseri

has joined our firm as

Vice President - International

1 BATTERY PARK PLAZA = NEW YORK, N. Y. 19064 - (212) 344-7660

ARAB BANKING DIRECTORY

Prescott, Ball & Turben

**Toronto Stocks** 

4530 G M Res
5800 G Distrib A
1100 Gibraltor
100 Goodyear
2500 Granduc
1000 GI Dii Sda
356 GL Paper
20140 GI W Life
30 Greyhnd
4062 Hambur C
300 Hard Crp A
400 Hayes O A
1001 H Bary Co
14971 IAC
2903 Indel
110 Industrin
600 Inalis
110 Industrin
600 Inalis
110 Industrin
600 Inalis
1100 Industrin
600 Industrin

1614 W
1614 W
1614 W
1614 W
1615 W
16

(Prices un yen).

Market Summary

Tokyo Exchange

Montreal Stocks Total sales 371,526 shores.

International Stock Indexes

the world's largest group of banks? CO-OP INVESTMENT BANKERS call paris 8401 Conp. Avs. 700 bington, D.C. 20015 U.S.A. (301) 652-2996. (1) 525 70 42 7% ao Gold, 12 7/2% oo U.S. dellars,

NYSE Most Actives 15 94 404 30 454 257 454 154 154 154 414 17 254 564 Dow Jones Averages Standard & Poor NYSE Index

Odd-Lot Trading in N.Y. American Most Actives

New Highs and Lows London Zurich Swiss Bank Rate ZURICH, Feb. 15 (Reuters) .-Major Swiss banks will cut the rate of interest paid on savings deposits by one-half a parcentage

Amex Nationwide Trading (3 O'clock) Feb. 15

- 12 Month - Stock Six. 3 p.m. Prev High, Low Div in a Yld. P/E 180s. High Low Quot Close

U.S. Commodity Prices

Selected Over-the-Counter Stocks

Piercess
Pinkrin
Piontille
Piastine
Piontille
Piastine
PopoPd
Possia
Propre
PopoPd
Propre
Possia
Propre
Possia
Propre
Possia
Propre
Possia
Propre
Possia
Propre
Possia
Propre
Raydinin
Raydin
Raydin Convey Crawfor Crawfor Crawfor Crawfor Crawfor Crawfor Craft Fed Denis 100 D BairdA;
BansHiE
BanicRs
BassehiE
BayleMk
BanicRs
BayleMi
Bayle 34 354 214 24 3912 41 712 514 514 534 174 174 64 712 26 2612

35. Your customers have short

394 334 39 494849 2619 27/4 262 8/6

Long Distance is the next best thing to being there.

المكاد احق الالمِل

| -   |   |
|---|---|
| Amex Nation   | wid   |
| - 12 Menth — Stock Sis. 3 p.m. Prev.<br>High. Low. Div in 8 Yid. P/E 100s. High Low Quot. Close   | — 12 M  |
| (Centinued from preceding page.)  | 1014  |
| 1242   892 ConsOG   16   8   10   10   10   10   10   10   10   | 2%<br>5%<br>13% 1<br>0<br>14%<br>11%<br>65%<br>3%<br>5%<br>5%                       |
| 1874 1876 CubicCo 44 2.5 8 55 1876 187 1876 1 171 1876 1 171 1876 1 171 1876 1 171 1876 1 171 1876 1 171 1876 1 171 1 171 1 171 1 171 1 171 1 171 1 171 1 171 1 171 1 171 1 171 1 171 1 171 1 171 | 20% 1.<br>77 10<br>11½ (  |
| 3 % 3 0 0 0 3 0 3 1 8 3 % 3 3 0 4 6 6 5 6 0 5 6 0 5 6 6 5 6 6 6 6 6 6 6 6   | 194 19 19 19 19 19 19 19 19 19 19 19 19 19  |
| 15th 7th Electing .32 2.3 8 59 14 134 134 154 204 11/2 Electings .32 2.3 8 59 14 134 134 154 204 11/2 Electings .32 2.3 8 59 14 134 134 154 204 1250 1746 ElecAm 1.29 4.0 8 21 2476 244 2476 124 124 124 124 124 124 124 124 124 124    | 12 2<br>40% 26<br>17% 12<br>53 2 24<br>60% 25<br>74 4<br>44 31<br>1876 13<br>30% 49 |
| 3% 134 FO1  | 3% 25% 15% 55% 55% 55% 55% 55% 55% 55% 55% 5  |
| 90 65 FordCan Sa 7.615 250 68 66 66 —3<br>18½ 7¼ ForestC ,95 .9 6 4 8¾ 8¾ 8¾ 8¾<br>956 6¼ FoxStaP 50 6.5 7 8 7¾ 7¾ 7¾ 7¾ 1  | 5 3M<br>8W 41   |

| wide Trading (3 O'c  | loc  |
|--|--|
| Ch'ge — 12 Manth — Stack High. Law. Div In 5 Yld, P/E 100s. High Law Quot. Clase   | — 12 /<br>High.  |
| 1846 6 FrontA . 1912.0 6 134 912 834 945+ 16 336 376 FrontA wt 6 346 372 372 372 376 576 576 576 576 576 576 576 576 576 5   | 6%<br>6%<br>2%<br>2%<br>2%<br>36<br>10%<br>36%<br>6%<br>6%   |
| 124   51/2 Gniyer   1.5e   1.2 20   191   124   121/2   121/ | 2 5 16 16 18 16 18 16 18 18 18 18 18 18 18 18 18 18 18 18 18 |
| SM6   12½ Halliath   .22   6.1   4   12   14   14   64   | 15% 10% 10% 10% 10% 10% 10% 10% 10% 10% 10                   |
| 3th 24t IFS ind .12 2.7 5 30 8th 3th 3th 9th 15 9th 16 1 7-15 III .20 8.2 4 15 9th 9 9th 16 1 7-15 III .30 5.3 9 2 174 9th 17 12 23th 18th 18th 18th 18th 18th 18th 18th 18  | 12%<br>18<br>7<br>8%<br>9%<br>14<br>7%<br>11%<br>5%<br>40% 2 |

J · K

| clock) Feb. 15   |
|--|
| — 12 Month — Stock Sts. 3 p.m. Prev.<br>High. Low Div in \$ Ykt, P/E 100s. High Low Quot. Close  |
| ### 3## KERDIST .18e, 2.5 9 4 ### 4 4 ## 4 ## 4 ## 4 ## KERNCD .20 2.7 7 3 \$75 7 79 79 79 79 79 59 KERNEN .38e 4.3 6 2 \$9 59 59 59 59 59 29 4 KIROLE wt 13 12 24 24 24 24 24 24 24 24 24 24 24 24 24   |
| 2 2 LaBarge .06 2.8 13 1 2% 2% 2% \( \) \( |
| M  |
| Ne Macrod   3   25   36   36   36   36   36   36   36   3  |
| 1216   746 Napco   20   1.7   5   2   11½   1146   1134+ ½     18   1276 NaiCSS   24   1.4   6   8   1676   1674   1654     7   516 Nichten   20   28   5   26   174   654     7   516 Nichten   20   28   5   26   174   654     7   516 Nichten   20   28   5   26   174   754     276 Nichten   20   28   5   26   174   754     48   274   274   274     49   274   274   274     14   276 Nichten   20   1.5   6   12   654   654     15   76 Nichten   20   1.5   6   12   654   654     16   17   17   17   17   17   17     17   17  |

| Cultural   | 274 194 Onlines  28   | — 12 Month — Stack Sts. 3 p.m<br>High, Low, Div in 8 Yks, P/E 188s, High Low Que   | Ch'ge<br>1. Prev.<br>1. Close  |
|--|---|--|--|
| 14   | 1965   PGE-108   1137   8.6   11   12   12   12   13   15   15   16   17   17   18   16   17   17   18   16   17   17   18   18   18   18   18   18       | Z-No 1546 OnLineS 13 16 21% 20% 2<br>5% 6 OrioleHo 14 10 7% 7<br>4% 2 Ormand 3 5 7% 2%<br>1% 12% OSullyn 60 4.5 5 2 13% 13% 13% 1<br>8% 5% Outdras 20 3.6 4 2 5% 5%<br>24 1% OxfordF1 17 21 1½ 1½<br>4% 2 OzarkA .10e 2.9 4 4 3% 3%  | 014— 14<br>7 — 15<br>234+ 15<br>34— 15<br>544— 16  |
| 1914   POSE   POSE   1917   1918   1916      | 19 19 19 POEDRA 1.53 8.2 11 12 99 10 10 10 15 15 16 15 16 15 16 15 16 16 17 17 17 18 18 POEDRA 1.53 8.2 17 3 34 16 18 18 18 18 18 18 18 18 18 18 18 18 18 | The state of the s |  |
| Color   Colo   | ## COM 654 REBIND   | 15th 15th 15th 15th 15th 15th 15th 15th  | 76.5。 新兴,孙严俊,即将陈明、张明、李明、李明、李明、李明、李明、李明、李明、李明、李明、李明、李明、李明、李明  |
| 454 4276 REFT of 4.38 9.5 0. 4646 4567 4616 4716 7716 0716 REFT of 4.38 9.5 0. 4646 4576 8716 1716 1716 REFT of 4.38 9.5 0. 44 6 8 24 24 0716 1716 REFT of 4.38 1716 1716 REFT o | ### ### ### ### ### ### ### ### ### ##  |  |  |
|  | S   | 464 42% Ref of 438 9.5 2 45% 45% 46 4 | West Strain Stra |

2 Month — Stock
h. Low. Olv in S. Yid, P/E 100s. High Low Quot. Close

5 Th SGSec
6 Th SGSec
6 Th SGSec
7 Th S

13"2 9% ZeroCo ,40 3.7 7 9 13 12% 13 + ts

### International Bonds Traded in Europe

|        | Ch. 11              |               |        | Midday Indicat                                    |        |        |                                   |           |        |
|--------|---------------------|---------------|--------|---|--------|--------|-----------------------------------|-----------|--------|
|        | Dellar I            | 30 Ects       |        | Michelin 914-86                                   | 9994   |        | Carnation 4-88                    | 77        | 79     |
|        | \mey 8-97           | 96            | 97     | Aldland Intt 844-8                                | 9974   | 10014  | Chevron 5-88                      | 77<br>120 | 122    |
|        | Ushuand 71/2-87     | 9774          | 7894   |   | 101 %  | 10234  | Chrys.or 434-88                   | 651/2     | 671/2  |
|        | waralla 814-83      | 9944          | 100%   | NCBoard 8-87                                      | 94%    | 954    | Chrysler 5-88                     | 69        | 71     |
|        | Australia 834-93    | 991/2         | 1001/2 | NatWest 9-86                                      | 102    | 103    | Cr Suisse 414-91                  | 307       | 1081/2 |
|        | custrella 214-92    | 95            | 96     | IM STUMBANICK A-87                                | 100%   | 1017/- | Cummint 414-86                    | 93        | 95     |
|        | \$ Tokyo 756-84     | 9614          | 9716   | N Brunswick 8-84                                  | 9644   | 77-74  | Dorting 434-87                    | 7742      | 791/4  |
|        | Sections 815-92     | 97            | 98     | IN YOSKING AM-RY                                  | 1041/2 | 10217  | East Kodak 412-86                 | 811/2     | 837/2  |
|        | 3CHydr 734-85       | 9334          | 94%    | N *ealand 0V:-83                                  | 100    | 101    | Ford 6-86                         | 90        | 92     |
|        | . 3ell Chda 734-87  | 94            | 95     | WUCH COLLING RAS-A1                               | 961/2  | 9742   | Ford 5-86                         | 82V2      | 8412   |
|        | SFCE 834-83         | 100           | 10146  | Norshyd 8V2-92                                    | 95V2   | 961/2  | Gog Elec PA-B)                    | 80        | 82     |
|        | 37825 9 Va-84       | 9714          |        | I RECVE VICINIA                                   | 1001/2 | RITY   | GenFood 4% B2                     | 91        | 92     |
|        | 3rif Gas 9-81       | 70172         |        | Occidental 994-83                                 | 102Vz  | 10372  | Gitlette 474-82                   | 86        | 887    |
|        | Sroken HIS 8-85     | 94Vz          | 9514   | CO-PAG UNION UNION                                | 97V2   | 7072   | .Gittette 4%-87                   | 77        | 79     |
|        | DC Berm 014-94      | 981/2         | 9994   | CUIPLE A-01                                       | 102    | 103    | GulfWester E.B.                   | 781/2     | 801/2  |
|        | in Natir 876-86     | 97            | 99     | IOMATIO ISSUES                                    | 95%    | 76%    | Honeywell 6-86                    | 85        | 87     |
|        | Chertones 846-81    | 991/2         | 10015  | ProvSaskat +46-86                                 | 9934   |        |                                   | 8634      | 87%    |
|        | Stylnvest 874.84    | 971/2         | 0884   | QuebProv 81/2-81                                  | 10045  | 1011/2 | INA-6-97                          | 93        | 941/2  |
|        | Cons Food 71/2-91   | 96            |        | Dueh Prov 8-83                                    | 1004   |        |                                   | 8474      | 86V2   |
|        | Conoco 8-66         | 10014         |        |   | 9614   | 9714   | TT 444-97                         | 7612      | 781/2  |
|        | Cutter Ham 8-87     | 27            | 100 34 | Raision 7/2-87<br>SaabScania 0/2-89<br>S.A.S.I-85 | 931/2  | 9472   | JUSCO 6-92                        | 10472     | 106    |
|        | EEC 814-82          | 991/2         | 10014  | S.A.S.I-05  | 9614   | 9714   | Komatsu 71/4-90                   | 11272     |        |
|        | TEC 7%-84           | 9614          | 974    | Shell 8-86  | 9914   | 1004   | Mitsul 714-90                     | 10634     | 1131/2 |
|        | EC\$ 876-81         | 1011/2        | 7/74   | Ch - 41 - 14 - 1-                                 | 96     | 97     | MorganuP 44-87                    |           | 107%   |
|        | TOTAL COL           |               | 7021/2 | Singer #34-82                                     | 1001/2 |        | Nabisco 54-88                     | 94<br>190 | 96     |
| • turi | EIB 6W-63           | 9614<br>991/2 |        |   | 10214  | 703    | N400300 544-88                    |           | 102    |
|        | CID BW-03           |               | 1001/2 | Sweden 8'4-87                                     | 9574   | 9634   | Owens III 4%-87<br>PenneyJC 4%-8. | 1111/2    | 11372  |
|        | - I G B-44          | 97            | 79     | 5wed5tCo 744-82                                   | 97     | 96     | PCHIOVIC 4VS-8.                   | 751/2     | 77Vz   |
|        | 218 B4-97           | 98 Va         | 9914   | TenIMy1 734-87                                    | 9234   | 9334   | Phillamp 44-83                    | 9673      | 981/2  |
|        | Elf Acquit 013-45   | 9614          | 9714   | E   | 95     | 96     | 17-4-2- 2-00                      | 831/2     | 851/2  |
|        | EALI 9%-09          | 9872          | 99V2   | Transocean 8-86                                   | 108    | 101    | Revion 44-83                      | 121       | 123    |
|        | Ericsson 81/2-89    | 96            | 97     | Transocton 7/2-87                                 | 76     | 99     | Revion 44-87                      | 106       | 108    |
|        | E550 8-86 NOV       | 100Va         | 1011/2 |   | 9734   | 9896   | Sperry 4'4-88                     | 62V2      | 8415   |
|        | Eurofima 8Vs-83     | 9994          |        |   | 9874   | 9934   | DOUDE 414-0/                      | 77        | 77     |
|        | Flat 8-82           | 95            | 73 A   | Utah 8-87<br>Vwagen 744-87                        | 931/2  | 941/2  | Texaco 4/2-88                     | .77       | .79    |
|        | First-Chic 7-80     | 78Vz          | 9414   | Volvo (Mar 1 8-87                                 | 9234   | 93%    | UB\$ 414-87                       | 14912     | 1511/4 |
|        | 3ataverken 01/2-87  | 9432          | 7272   |   |        |        | Un Carb 414-82                    | 97        | 93     |
|        | 3outd 914-83        | 1021/2        | 103Vz  |   | Bon    | ds     | WarnLamb 473-87                   | 801/2     | 621/2  |
|        | SuitWestn BV4-84    | 9894          | 9914   |   |        | -      | WarnLamb 44-88                    | 73%       | 7514   |
|        | demonstrately 845-1 |               |        | Amexco 414-52                                     | 801/2  | 82Y2   | Xerox 5-88                        | 76        | 80     |
|        | Home Oir 919-86     | 101           | 102    | Ashland 5-88                                      | an     | 90     | Daniel and                        | 2I        |        |
|        | CI 814-87           | 96Va          | · 97/2 |   | 108    | 110    |                                   |           |        |
|        | ISE Coda 9-82       | 1011/2        |        | Beatrice 41/2-92                                  | 9415   | 9643   | Basis Dec. 31,                    | 1766=1    | 100)   |
|        | .U.Oversees 9-83    | 100           | 101    | Beecham 6-4-72                                    | 98     | 99     | Mad.                              | 1 000     | Corry  |
|        | Cidde W 873-85      | 9714          |        | Borden 674-97                                     | 1071/2 | 10712  |                                   |           | 20014  |
|        | Cockums 8-83        | 76            | 99     | Borden 5-72                                       | 100    | 102    | Yesterday 99.73                   |           |        |
|        | Vanifoba 6%-63      | 1001/2        | 301174 | BroadHale 474-87                                  | 76     | 76     | Previous 99.76                    | 93.70     |        |

### **Currency Rates**

By reading across this table of yesterday's closing inter-bank for-eign exchange rates, one can find the value of the major currencies in the national currencies of each of the following financial centers. These rates do not take into account bank service charges.

The following are dollar values as given in London: Oanish krone: 5.7157; Econdo: 40.525; Kraseli £: 16.35; Pesein 89.625; Schilling: 14.935; Bw. krone: 4.6635; Yen; 240.55; Norw. arone: 5.495; Belgian financial frame: 22.455; Hong Koag 8: 4.6150; Singapore 8: 2.3250; 1 Canadian 8: 0.89655 U.S. \$.

ici Commercial tranc i°i Dalle al 100 iai Galle at 1.000 iyi Units of 10.000 lai Amounts geomet to buy one pound



**Paying** dividends since 1870.

Weekly not asset value

on February 13, 1978 Tokyo Pacific Holdings N.V. U.S. \$43,20

Tokyo Pacific Holdings (Seaboard) N.V. U.S. \$31.49

Lisied on the Amsterdam Stock Exchange information, Preison, Helding & Pleison N.V., Herenglacht 244, Amsteldam

### GENERAL MANAGER \$100,000

OUR CLIENT, a diversified multinational corporation in the industrial products field, is seeking a highly experienced General Manager to take full responsibility for their European operations with headquarters in Switzerland, and marketing and manufacturing operations throughout the area.

WE ARE LOOKING FOR a dynamic modern chief executive, 35 to 45 years of age, who has had at least six years of proven successful record as the profit center head of a regional group of companies that includes heavy industrial manufacturing operations.

IDEALLY, the applicant should have a university degree in engineering and be fluent in English, French and German. A Swiss or holder of a valid Swiss work permit will be given preference, as will an executive who already has had experience working with an American Multinational Corporation.

QUALIFIED CANDIDATES are invited to write to us, in English, giving all necessary information, including current position and responsibility, current earnings, home telephone number, and all pertinent data required to enable us to determine the desirability of a personal interview.

WE ARE A LEADING FIRM OF MANAGEMENT CONSULTANTS who have been retained to select the executive for this position. It is our policy never to disclose information prior to a personal interview, and only with the consent of the candidate. All replies will be handled in strictest confidence and with the utmost discretion.

WRITE TO: Cipher Q 18-118145, PUBLICITAS, 1211 Geneva 3. Switzerland.

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The job requirements:

- 3-5 years experience in the field of quality control or as a development engineer in an important plant far electrical hausehold appliances.
- Fluency in English.
- Ready to travel extensively.

Facility of contact and ability to negatiate.

We offer excellent conditions and attractive fringe benefits with interesting career possibilities in an important international group. Please send your offers to:

> Société Générale de Surveillance S.A., Personnel Division. 1 Place des Alpes, CH-1201 Genève.

INTERNATIONAL MARKETING MANAGER - TRUCKS Major manufacturer of heavy trucks and construction equipment seeking international Marketing Manager in be based in the Northwestern U.S.A. Qualified candidates will have an engineering or business degree, ten years experience in overseas marketing of heavy trucks or machinery, be fluent to European language and heve previously managed a sales organization of at least \$25M.

DISTRICT MANAGER - LATIN AMERICA ore also seeking a District Salas Manager to be based in Bogota, ombia. Qualified candidates for this position will heve a degree in risking pr business, five years experience in the area, coupled with ck product knowledge, wholesale & retail finance experience and be not in English and Sanish.

ositions offer an excellent salary, bonus and fringe benefits. Send resumé with salary requirement to:

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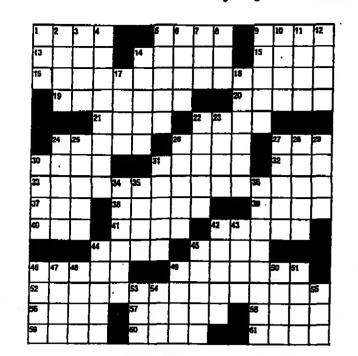
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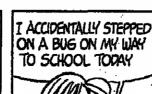
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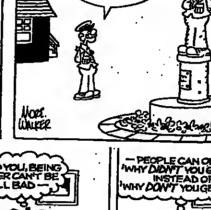












THE STATUE

MAKES ME

IMPORTANT













HEY, BILLY BOY, LET'S SPLIT... WHILE WE STILL CAN! BESIDES, WE'LL BE STARTING FOR WORK

IN ABOUT THREE HOURS

TT FROM NOW!







Kirken

. . . .







### DENNIS THE MENACE



"NAH JOEY. I DIDN'T CATCH THE COLD ... IT CAUGHT ME!

### BOOKS.

JUST AND UNJUST WARS

A Moral Argument With Historical Illustrations By Michael Walzer. Basic Books. 361 pp. \$15.00.

### Reviewed by Herbert Mitgang

temptation is the greatest tres-

To do the right deed for the wrong reason.

LMOST all wars from times A past to Vietnam began with some very good reason in the minds of kings and prime ministers, presidents and foreign secretaries. Certainly this century's great wars were not fought by mercenaries but by men who. in varying degrees, as enlistees or draftees, were willing to pick up the gun, convinced or persuaded about the righteousness of a cause. Only later-after the casualties would the cause and the conduct of the war come into

Michael Walzer, professor of government at Harvard, has undertaken a vast and valuable subject in "Just and Unjust Wars." His is the kind of calm and yet impassioned moral reasoning that could be written only when the guns are temporarily silenced, when countries are no longer divided between aggressors and defenders or persons under fire as hawks or doves. Even if there are just and unjust (or good and bad) wars, the author posits the obvious—war is helland concludes with the mevitable: There is no substitute for peace in the nuclear age.

The war in Vietnam, with its free-fire zones and wide-scale killing of civilians, dropping of more bombs by B-52s than in all the theaters during World War II and the contrast with the motivations of the war against Nazi Germany, inspired this thought-provoking work.

"It was a matter of great imnortance to all of us in the American anti-war movement in the late 1960s and early 1970s that we found a moral doctrine ready at hand," the author writes, "When we talked about aggression and neutrality, the rights of prisoners of war and civilians, atrocities and crimes, we were drawing upon the work of many generations of men and women, most of whom we had never heard of." But "Just and Unjust Wars"

is not merely a moral argument against the Vietnam war but an openly reasoned examination of the known and acceptable rules of war; of the questionable behavior of the Allied as well as Axis and other postwar powers; of war conventions and rights of civilians and guerrillas; of reprisals and terrorism; of criminality and legal responsibility. It is, too, a historical and even literary work. Cases for the moral argument against misconduct

to the Franco-Prussian War, the Spanish-American War, Korea.
Bangiadesh, the Irish Republican Army, the Stern Gang, the British bombing of cities in Germany and the two American atom ny and the two American atom bombs dropped on Japan. The obvious cases are here—the delibcrate killing of civilians at My Lai-but there are surprising new interpretations about command responsibility and how high up it should go. There were few more revered

American generals than Omar Bradley during World War II. He had been tapped by Ernie Pyle to be "the G.I.'s general." without the bluster and Teutonic style of George S. Patton jr. Yet the author recalls the time in 1944 when Bradley, breaking out of the Normandy beachhead, or-



#### IN "Murder in the Cathedral," dered the "carpet bombing" of T. S. Eliot wrote: The last an area where large numbers of French civilians still lived. Gen Bradley himself raised the moral issue in his postwar autobice. raphy.

The author questions this battlefield decision, suggesting the possibility of alternatives warning the civilian population redirecting the attack through less-populated areas, using artillery or paratroopers. "However many civilians died, it cannot be said that their deaths were intentional." Walzer says. "On the other hand, unless Bradley work-ed his way through the sort of possibilities I have listed, it also cannot be said that he in tended not to kill them. This is professorial star-gazing, bearing no relationship to the heat an hatred of actual battle.

I cite the Bradley case, which is a less obvious example that the heavy bombings of South east Asia, to show that the au thor permits the reader to join him in theorizing. And, in the ory-depending on whose sidyou are on or who wins the las battle-Walzer is sound when he writes. "One can blame com manders who don't make mini mal efforts [to avoid killing zi vilians], even if one doesn't know exactly what a maximum effor would entail."

"Just and Unjust Wars" in cludes many rich sections of when a nation can defend itself against aggression, and to wha degree; when killing measure can be taken by people to figh for freedom, including when he man liberties are drasticali curtailed; when war is a crim and when the rights of civiliar are interfered with; why then must be rules and convention of war even in "civilized" soc eties that wage war.

Herbert Mitgang is on the sta of The New York Times.

### **Best Sellers**

This firt is based on reports fro more than 1,400 bookstores throughor the United States. Weeks are not nece

sarily consecutive. PICTION The Black Marble, by Joseph Wambaugh 4 The Honograbic Schoolboy, 6 ilimions, by Richard Bach, 7 The Women's Room, by Marilya French. 9 Daniel Martin, by John 

14 Delta of Venus, by Anais

15 KO 200, by J.D. Gilman and John Clive NONFICTION

Bolden

6 My Mother-My Belf, by
Mancy Friday

9 Looking Out For Number
Out, by Robert J, Ringer
10 Inner Skiing, by W. Time-Oue, by Robert J. Ringer.

10 Inner Skiing, by W. Timothy Gallwey and Robert
Kriegel

11 Essaye of E.B. White, by
S.B. White

12 The Book of Lists, by
David Wallschinsky, Irving Wallsce 2nd Amy
Wallsce

Wallace
13 The Woman's Dress For Success Book, by John Mollor A Body Builder, by Arnold Schwarzensensen

Bohwarzenegger
15 Designing Your Pace, by
Way Bandy

### BRIDGE.

South landed in eix clubs after opening with a strong artificial bid of two chubs and receiving a positive response. Lacking an entry to the dummy, it might appear that he was headed for

West made the normal lead of a heart, giving South some help. He passed the spade ace and made the passed the space are and made the spectacular play of the club jack at the third trick. East happily won with the queen, which was just what declarer wanted. He won the heart reburn, entered dummy with a club lead to the 10 and was able to discard all his diamond losers on the spades because the defender with the last frump had to follow the four rounds of spades.

As it happened, it would not have helped East to refuse to take his chib queen for he would have been subjected to an end-play. One way would be for declarer to draw trumps, each the heart ece and lead a diamond. Another way, and more drematic, would be to cash the heart ace and club ace and lead a small club, giving East his trump queen after all, but forcing a helpful lead.

At double dummy the slam can always be made, but in practice the defense would surely

have prevailed if West had led a black suit. After a trump lead for example, South could closs trumps, cash the spade ace so play the ace and queen of hear? for an end-play against East And after a spade lead he coullead the chib jack and proces similarly. But in practice of declarer would play in such to reach the dummy by playing dismonds, and would fail.

−By Alan Truscot

NORTH **♦ KQJ109** ♥1863 **4**102 WEST (D) **486532** ♥987542 +Q96 **50UTH** 

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Both sides were vulnerable. The bidding: West Pass Pass Pass Pass 3 N.T. Pass Pass  $P_{do8}$ West led the heart muc.

\$9.42 \$8.93 \$135.38 PB29 \$21,44° \$5.18 \$7.23 \$21.29 \$54.81 \$7.501 \$10.59 \$25.55 \$21.91 (w) Fidelity Amer. Assets
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INTERNATIONAL FUNDS ADVERTISEMENT

February 15, 1978

with the exception of some Swiss fands whose quotes are based on mone prices Following marginal symbols todicate frequency of quotations supplied for the IHT. (d1-dnity: (w)-weekly: (m)-mentily; (r)-regularly; (l)-tregularly:

DM - Deutsche Mark; "- Extilvi-dend, (- Yew, N A - Not evallable; BF - Belgian Iranea; LF \_ Luxem-noung Iranea; SF - Swiss Iranea;

+ Offri prices, a — Askrd, b — Bid Change P V 310 to 31 per unit. S S — Stock Split. \*\* Ex RTS "S"— Suspended. N C —Not communiceted: e-Redunqu price

JUMBLE THAT SCRAMBLED WORD GAME
by Herri Arnold and Bob Lee Unscramble these four Jumbles one letter to each square, to form four ordinary words. **YIPTE ESTAC** 

LEXFAN

**VORCLE** 

How WHAT HE SHOWED WHEN HE GOT HIS NEW TEETH.

Now arrange the circled letters to form the surprise answer, as sugted by the above cartoon.

Answer here:4 Yesterday's Jumbles: MAUVE CROWN DEPUTY ASTRAY Answer: What no golfer would take lying down — A STANCE

"Registered as a newspaper at the Poel Office "Printed in Great Britain"

### Ali Has Top Weight Advantage of His Career

Muhammad Ali delivering his wisdom to newsmen.

How the Fighters Measure Up.

ments of champion Muhammad Ali and challenger Leon Spinks;

chest (normal)

chest (expanded)

height

biceps

waist

thigh

calf

wrist

224 1/4 lb (101.72 kg)

6 ft. 3 tn (1.90 m)

m (2.03 m)

in (111 cm) in (116 cm)

in ( 38 cm)

in ( 33 cm1

in (86 cm)

in (43 cm)

in (20 cm) in (33 cm)

dale Stadium tell Jim Beattle

all he needs to know about his

chances of making the New

York Yankees' pitching staff

Hunter, Messersmith, Gullett, Figueroa, Guidry, Tidrow, Lyle, Gossage, Eastwick

for a 23-year-old pitcher with 34 games of Triple A minor-

league experience in three sea-

sons, who is coming back from a

Beattie graduated from Dart-

mouth in 3 1/3 years. He's smart enough to know that he'll

probably be returning to Syracuse, the Yanks' Triple A farm

Beattie is also smart enough

to know that even if his right

shoulder has completely recover-

had better not—at least not yet,

after a winter of working in a

warehouse in Southport, Maine.

He is one pitching prospect the

Yankees don't want to rush,

which is why they brought him

1 see a batter miss or I'd hear

the ball really pop in the catch-

good town for reading books."

Syracuse, he said, "is a

That doesn't leave much room

this spring:

shoulder injury.

17 1/2 in ( 44 cm)

9 1/2 in ( 24 cm)

LAS VEGAS, Feb. 15 (Reuters).—The prefight physical measure-

Spinks

197 1/4 lb (89.47 kg)

6 ft. 1 1/2 in (1.86 m)

40 1/2 tn (102 tm)

15 1/2 in ( 39 cm)

12 in (30 cm) 32 1/4 in (82 cm)

15 1/2 m ( 39 cm)

12 1/2 in ( 31 cm)

9 1/2 in ( 24 cm)

in (1.93 m)

in (106 cm)

in ( 60 cm)

in (43 cm)

in (17 cm)

### Champion Displays Gift of Gab

LAS VEGAS, Feb. 15,-Tm the promoter. There ain't no show when I stop," Muhammad Ali said, breaking two months of public silence. When word came down from Ali's suite that he was available for interviews, reporters scurried up there from all parts of the Hilton Hotel, press headquarters and site of the fight. They were rewarded with Ali talk that went on for an hour, nonstop. "I thought about it [his self-imposed public slience]. I made my point. I proved I'm free. 1 proved that if I don't want to talk, I font have to talk. I can get

" slong without it," Ali said. "I wanted to prove that I don't - pave to talk unless I want to ... I don't want any white bosses. I don't want any black bosses. I want to be the first big black man to be completely free.

"Til tell you one thing, fellas, when I leave, boxing will die You'll miss me. I proved that the last few weeks by not talk-

The heavyweight ruler, lounging in a red and white striped bathrobe, his bare feet half out of his slippers, said: "I'm talking to you occause I've accomplished my purpose to get in shape for

Dance All Night'

"My purpose when I started was no pleying, no clowning, no talking in the ring, no talking in the gym, no rope-a-dope, just rincing. I'm dencing again...

Tim going to dence all night [in the ring]. I'm slim. I'm in shape.

Someone asked about challen-ger Leon Spinks Did Ali have a nickname for him as he had for most of his other opponents?

"Spinks was the Beaver until he got his teeth put in," All enickly replied. "He had no front teeth and I was going to name him the Beaver or Goofy. Hold

All got up, pulled a set of extra-large crooked false teeth out of a bag and put them in his mouth. They were specially made by his brother-in-law, a deutist. "Get your cameras," he said. and smiled a goofy smile. "This is Mr. Leon Spinks."

"He's got to go, he's got to go. He's had the title too long," the champion shouted in mimicry of

"The only thing that makes this fight a big fight is his age und my age," Ali, 36. said in ..., I comparing himself with Spinks.

Undefeated Champ

"This might be the last fight and it might not," All said of the is own plans, "I've retired the next ay, though I wouldn't blame you I you didn't believe me if I said I was retiring now."

But he stressed: "It is imporant that I get out of boxing as he undefeated chempion. It's mportant for the black man and or the Third World."

omeone comes up with \$12 mil-ion for me. I might fight someme in South Africa, but only on me condition—if that one night hey have no segregation in the urens, the foodstands, the toilets.

"I got to be in Bangiadesh the lay after this fight. The Vice-resident there came to London and said they needed me to show he positive parts of the country.

Then I'm coming back to box n exhibition for Sen. [Charles] ercy in Illinois. Then I'm going o Swaziand in about three ocalhs. Then I'm doing a movie n Jackson, Mississkopi I'm in-olved in so many things that re bigger than boxing."

Addice to Quit LONDON, Feb. 15 (UPI).— 4thanmad Ali should quit boxng regardle ss of what happens a his title defense tonight, for-ner British heavyweight chamier British, heavyweight cham ion Henry Cooper said today. "I like this guy and I'd like to ee him plack up, whatever the esult of this fight with Leon pinks, 1 know all about the money angigle, but 1 wouldn't want

him cut down," said coper. "He is one of the greatest overs the game has known. The ody wij take only so much and Ali inisjudges the right motent 150 quit, he'll regret it,"
died scooper, who twice lost to
ll in title dights.

"I fear his own arrogance light trap him," added Cooper en interview with the London venting News. 'No, arrogance is to funkind a word. It's his super

### Mother Prays

LAS VEGAS, Peb. 15 (AP). - Don't say Leon Spinks doesn't have a prayer in his fight against Muhammad Ali tonight. He has at least one and it's potent

"I yell and I pray, I yell and 1 pray," says his mother. Kay, who sits at ringside nervously fingering a red leather-bound two-inch thick, well-used Bible.

"If Leon get in a bad fix. I ask the Lord to check him out. He always does, 1 don't 13! I can pray Leon into the championship. But this I know God will take care of my boy.

"I got good contact with the Lird. I know He always does "but is best". She added: If Loon get beat, it don't matter none. We'll just go out and name. That is North St. Louis longuage for having a party.

### **Oddsmakers Shun Spinks Bout**

By Dave Brady

LAS VEGAS, Feb. 15 (WP),-If, indeed, tonight's heavyweight championship fight between Muhammad Ali and Leon Spinks turns out to be a "scam" it will be a victimless crime. Although champion Ali has not tried to erode the confidence of this challenger by denigrating him, the public knows by now that the bout is regarded as so one-sided that not even in this gambling capital have odds been established. The champion will enter the ring with the largest weight advantage, 27 pounds, of his career. He weighed in yesterday

at 224 1/4 pounds to Spinks's 197 1/4. The four-bout program on CBS-TV will start at 8 p.m. (EST) with the windup expected at about 10

p.m. (0315 GMT Thursday). Ali will receive \$3.5 million plur \$200,000 for expenses for exposing his 36-year-old body to whatever threat the 24-year-old former Olympic light-heavyweight champ

Spinks will receive \$300,000 and \$2z,000 for expenses, plus what soon may become a rare entry in a boxer's record: the salable distinction of having fought the Great One.

The public's best protection painst a grand "scam" is Ali's history as a real trouper, a showman who always manages to keep his opponents around long enough to justify the expectations of the live promotion and the TV net-

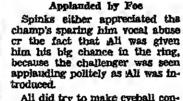
Inherent Risk

Of course, there is an inherent risk in these times, when it is said that Ali's energy resources are so limited that he cannot put together two busy rounds. The gamble is that if he is able to knock out Spinks in an early round and delays doing so, he might run out of gas before hs can apply the coup de grace.

As a change of page, he honored until vesterday a vow of silence. The suspicion is that he slickly evaded persistent questions of how he could justify a defense against a youngster with only seven professional bouts

Likewise, he did not have to answer for putting off a defense against the obvious No. 1 contender, Ken Norton.

There wouldn't have been more decorum at the weigh-in had silent Gene Hairston been on the scales. In contrast to previous demonstrations at these affairs, such as the tantrum, he threw before the first bout with Sonny Liston, Ali stepped on the scales quietly. Finally, he was asked, "Is there anything you want to say?" All did not answer.



tact with Spinks a few times, as if tempted to fix one of his trademark glares on him, but was not Spinks seemed happy just to be

here when he was asked to com-ment about his weight. 'I'm satisfied with everything," he said. Ali's previous lightest championship opponent was Henry Cooper of London, who weighed 188. All weighed only 201 1/2 then. Floyd Patterson weighed 196 3/4 for on eof his two bouts with Ali, end Ali weighed 210. Spinks has not indicated that he is capable of knocking out a champion who has been able to take a punch. Nor does the chal-

Keeps Boring In

Spinks keeps coming in, willing to take punches to keep up a steady pressure. Again, he is not yet nearly as effective at that as, say, Joe Frazier.

inger have Ali's cleverness

Ali has won 55 of his 57 bouts, 37 by knockouts. He never has been stopped. He lost his first fight with Frazier by decision and his first with Norton by decision, but in the latter contest his jaw was broken in an early

Spinks won his first five pro fights by knockouts. But when he encountered a journeyman, Scott Ledoux, he could pull out only a questionable draw over 10 rounds. (And he had to go 10 rounds to defeat another run-ofthe-mill boxer, Alflo Righetti.

### Reds Halt Bids To Obtain Blue

CINCINNATI, Peb. 15 (UPI). -The Cincinnati Reds have stopped trying to work out a trade for Vida Blue and will not take Commissioner Bowie Kuhn to court for blocking the Reds' previous attempt to acquire the Oakland A's pitcher, Reds president Bob Howsam announced yester-

Ever since Kuhn blocked the Reds' deal to get Blue from Oakland in exchange for minor leaguer Dave Revering and \$1.75 million, the Reds have been trying to acquire Blue in a deal that Kuhn would approve.

But those efforts, Reds' officials said yesterday, have been "ter-"We have tried to alter the

trade through a talk with Charlie Finley of the A's, but without success," said Howsen, "Further, we do not wish to pursue the trade through the courts." Howsem said the Reds had de-

cided against going to court not because they thought that they would lose but because of "our belief that baseball has been in the courts too much and another suit at this time would not be in baseball's best interest."

Howsam also said he thought record for the mile, has left a the Reds could win without Blue. who, if teamed with Reds' ace Tom Seaver, would have given Cincy one of the best 1-2 pilchand afterward, while waiting for his right leg. He plans to ing combinations in the major the ne on his shoulder to incl., resume training late next month, leagues.



Giorgio Chinaglia shows his style in Florida.

### Chinaglia, at Cosmos Camp, Hails Pele and Sets Out to Replace Him

MIAMI, Feb. 15 (AP).—The great one was missing when the New York Cosmos opened training camp here, but others were ready to take his place.

The missing man is Pele, who retired at the end of last "There is only one Pele," said Glorgio Chinaglia, a multimillionaire recruit from Italy who is now the No. 1 scoring threat and gate attraction of the defending North American Soccer League champions.

"No one can substitute for him," Chinaglia said. "Eut we're not doing badly without him. Soccer is a team sport and, as brilliant as Pele was, he was still only one of 11. We're going to miss him, but we can't just sit around and talk about it, Everything comes to and end, but life goes on. Tell you what-I think we're going to be a better team this year than

Assistant coach Ray Klivecka also took note of Pele's absence. "Pele accomplished his mission, far beyond what anyone dreamed, in publicizing the game and aiding its growth and development. Now the feeling is, let's go forward from here and build on what he started."

### 2d Nashville Firm to Sponsor Controversial Davis Cup Play

In a brief statement, Vandertilt's president, Emmett Fields, said he had accepted Davis's offer to be financial underwriter of the matches and that "the commit-

NLT Corp. withdrew as financial backer Monday, citing the mushrooming controversy over the participation of South Africa in the matches. The insurance holding firm had guaranteed to cover ses up to \$88,000.

**NBA** Standings

| San Antonio  | 37<br>26<br>29<br>25 | 27<br>29<br>29 | .491         | 6 1/2<br>7 1/2  | i             |
|--|----------------------|----------------|--------------|-----------------|---------------|
| WESTERN (  | DON                  | FER            | ENCE         |                 | f             |
| Midwest  |                      |                | _            |                 | P             |
| Denver Chicago Milwaukee Detroit Kansas City Indians | 30<br>28<br>25<br>22 | 26<br>29<br>34 | .600<br>.468 | 9 1/2<br>13 1/3 | 8 5           |
| Pacific  | Div                  | istac          | ,            |                 |               |
| Portland   | 28<br>28             | 25             | .528         | 16 1/2          | V<br>Se<br>la |

Tuesday's Results

Boston 93, Golden State 75 (Havlicek 24, Bing 15: Barry 24, Smith 11). Kansas City 125, Houston 102 (Lacey 17, Birdson 16; Murphy 22, Malome 16). Chicago 162, Kev Orléans 95 (Gilmore 27, Russell 20; Robinson 22, McElroy

Philadelphia 119, Indiana 116 (Collins 23, McGinnis 23; Behagen 23, Sobers 15). Buffalo 101, Seattle 160 (Nater 31, McNetil 19; Brown 20, J. Johnson 161. Portland 113, Phoenix 160 (Walton 23, Lucas 21; Davie 38, Westphal 191.

College Basketball East Columbia 32, Seton Hall 73 [6'1). Post 90, CNY 84 12 O'ti. Mess. 57. Villanora 72. Pace 97. Queens 58. Providence 72. Ningara 70.

Midwest Marquette 75, Wiscossu 64. Wartburg 100, Grinnell 76 Southment

#### The Soccer Scene

### **Ill-Starred Viewpoints** Of the Pampered Stars

By Rob Hughes

is it that top-grade stilleteswhose salaries at times double or treble those of prime ministersso often turn ont to be enjants terribles? Why, the more international soccer one sees, should the impression grow that the age of reason begins for many players at 32, when, athletically, senility is closer than youth?

Why, oh why, must we open newspapers this week on stories that Paul Breitner, Eintracht Brunswick's world-class midfield player, walked off the pitch . . ause he "didn't like the way the team was playing?" Why stories such as the confessions of Jimmy Greaves, the most prolific international goal-scorer England has produced, saying that "if I carry on drinking, I will kill my-

And why—oh yes, there's more -should Charlie George, one of the most talented but volatile of British players, spurn a chance, at 27, of re-establishing himself in international soccer?

George, whose admirers include Miljan Miljanic, highly respected former coach of Yugoslavia and Real Madrid, was given a single and abortive game for England last season. He was pulled off by the now departed Don Revie after only 60 minutes. However, in reccention of his recent form for Derby, Ron Greenwood, England's new manager, named George for the England B squad—the second string-to play against West Germany next week,

Charlie Boy not only turned the offer down flat, he managed to say no comment until one of the higher-paying Sunday newspapers bought his exclusive; "I'll proba-bly never play for England again. I've natled myself to a cross for all time, but it's a cross 1'm ready and willing to bear."

In more chiché terms, George

went on to say that it was an insult to be chosen for England's second team, that he is better then the forwards named in the first eleven, that he "doesn't give a monkey's how they get on' without him England's manager, meanwhile, had tried to explain patiently that the English team that defeated Italy by 2-0 last November was worth tuilding on as a unit, that he was trying to offer the likes of talented but unproven Charite George the experience and opportunity to em-phasize that what looks outstandingly good in English league soccer can translate internationally. George has at least one point.

LONDON, Feb. 15 (IHT).-Why For grace, balance, precision and ability to split a defense with a perceptive through pass, he is indeed a better player than some on the national team. But for Charlie George you can also read Alan Hudson of Arsenal, Stao Bowles of Queens Park Rangers and Tony Currie of Leeds United. All three are exceptionally gifted; each has to prove he is willing and temperamentally able to ilt into a team and to perform con-

> Alas, Currie, who will play on England's B team next week. doesn't often combine with his skill a willingness to run as hard as secret demands, while George. Bowles and Hudson flutter between scintillating sporadic form and downright ineffectiveness. And the latter spells are all too often accompanied by newspaper confessions of drink, disaffection, women or just plain outrage at having their precious talents sometimes

> brutally marked cut of the play. Is there, as these players claim, no place for the brilliant individual in "robot-like" teams-or is they who lack the spunk to

make talent supreme? Personally, I believe the answer lies in the system. Simply because these players do possess extraordinary skills, they are singled out in the junior schools. Club scouts gather like moths to the finme around boys aged 11 in Britain much younger overseas) and, although it is illegal such thines as new carpets, new cars-even, if the lad is very special, a new housesuddenly come within the parents' grasp.

Thus the lad, at an impressionable age, acquires a bloated sense of his own importance, and arrogance manifests itself. They are cosseted, paid for, and their orivate lives are run by the clnb. They receive luxuries and idolatory without much effort. And character-building is a thing they feel no need for.

#### WHA Results

Tuesday's Games Elmonton 4. Birmiacham 1 (Mac-Donald 2, Langevia, Hamilton; Marrint, New England 5, Quebec 1 (Lyle, Mc-Renzie, Antonoviich, Keoa, Carlson; J. Bernier).

#### NHL Results Tuesday's Games

N.Y. Islanders 3, Los Angeles 2 (Trotter 2, Potvin; Taylor, Goring), Pittaburgh 2, Chicago 1 (Pleach, Malone, Murray); Vancouver 4, Washington 2 (Alexander, Graver, Watton, Oddleifson; Forbes, Agnalot.

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(Continued from Back Page)

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# At Ringside

to camp early while established players are still enjoying bliz-zards in the comfort of their winter homes. "We don't want the kids trying to show off their arms when the regulars get here and then hurt themselves," said Gene Michael, a Yankee coach. "I've seen it happen too often. This way, they can take it nice and

easy." It's hard for the kids to remember that, even though this is a nice and easy camp (George Steinbrenner, Billy Martin, Reggle Jackson and Thurman Munson aren't here; the tempera-tures are in the 70s and the palms are swaying. Gil Patterson, another prospect, pitched 10 minutes of batting practice and said: "Every now and then

> er's glove and that's when I'd say to myself, Ease down a little bit." Beathe also worked 10 minutes

Yankee Rookies Make Pitches To Enter Millionaires' Row By Michael Katz

Leon Spinks scowls as his weight is registered.

FORT LAUDERDALE, Fig., said he could pitch in the big Feb. 15 (NYT1.—The names over the lockers in Fort Lauder-"Twe pitched against a lot of guys in the minors who have gone up and I was able to get them ont," he said. He is a 6-foot 5-inch 220-

pound former captain of the Dartmouth basketball team, though he was not on the team when he was captain. He signed a Yankee contract after his junior season and thus lost his Triple A. In 1976 he divided his 15. He worked 2 1/2 months

close to 100 miles an hour, he cuse. marks among those names," said Beattle, pointing to the empty lockers. "I know I'm a question mark also, but there are always breaks—someone gets hurt, someone gets traded. I realize if there are no trades coming up, the Yankees can't afford to send an Andy Messersmith to Triple A, but I just think something's going to break. And if I get traded, that is fine, not that I'm asking to be traded. I

> that's fine, too." He has noticed that he's moving up in the Yankees world-Last spring he was given the last locker in the row. Now he has the seventh from the end. "My big thing is working my way up Millionaires' Row," he

last year of college eligibility. Tendonitis, this time in his elbow, hurt him in 1975, his first professional season, but he still managed to go from Class A to time between West Haven (Double A) and Syracuse, but then, in the fall Instructional League, was struck by the tendonitis in his shoulder. He didn't take the mound last year until April under Sammy Ellis, a pitching ed from tendonitis and even if instructor here, in the Fiorida he can throw a baseball again at sun before again rising to Syra-

> just want to be in the big minated." leagues, and if it's in pinstripes,

commented. Walker Quits Hospital

HAMILTON, New Zealand. Feb. 15 Reuters 1.—John Walker, 24, who holds the world hospital where doctors operated iast week to relieve muscle pressures that caused cramps in

Davis, who is co-chairman of the event, had said that new backers (UPI).—Joe Davis, a Nashville businessman and executive vicepresident of the Southern Tennis of the matches would not be in-Association, agreed yesterday to step in as financial backer of the timidated by civil-rights groups protesting the entry of South "It's going to go on. We're not going to be intimidated and we are not backing out," Davis month at Vanderbilt University

ment is the same as that of the previous underwriter."

Before the announcement that

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| Washington   | 37  | 26    | .509  | 6 1/2  |
| Cleveland    | 26  | 27    | 491   | 7 1/2  |
| New Orleans  | 20  | 29    | .473  | 6 1/2  |
| Atlanta      |     |       | .463  | 9 ',-  |

Denver 163, Washington 98 (Thompson 25, Wilkerson 26; Oresay 24, Dandridge 22). Cleveland 136, New York 127 (2 a't) |Prazier 26, Russell 23; Meadoo 40, |Monroe 28].

Los Angeles 128, San Antonia 114 (Dantiey 30, Jabbar 20; Gervin 29, Kenon 21, Dampier 21).

South Duquesne 79, Richmond 72. A. Tech 63. Louisville 52. Kentacky St. 121, Ind.-Purdue 77. Tulane 85. S. Miss. 83.

1. New Mex 92, Pach'dle (Okla i 65. New Mexico 87, Huwan 69. West Denser 74, N. Colo. 71 bisho St. 84, Utah St. 91 bisho Coli. 71, Paralle (Oro. 84

unless the United States Tennis Association withdraws or South Africa withdraws." Davis is a Vanderbilt alumnus and a member of the school's

Board of Trustees. A national coalition of civilrights groups, protesting South Africa's apartheld policy, has threatened to make Nashville tha scene of the largest civil-rights demonstration since the 1960s unless the March 17-19 matches at Vanderbilt are canceled or South Africa is barred from participa-

said. "I don't know anything that will allow it to be canceled

ting. Picket Line Formed About 50 or 60 persons formed

a picket line yesterday in front of Vanderbilt's administrative offices, and a spokesman for the coalition said that daily demonstrations are planned. Fie'ds said there were 'no hard

feelings" toward NLT Corp. for ts withdrawal of support. We understand NLTs reasons for making the decision," he said. Their situation is much different from ours." The insurance com-pany had said sponsorship of the controversial event was not appropriate for a business firm serving millions of Americans

with diverse viewpoints. Golf Tourney ln Doubt DUBLIN, Feb. 15 (UPI).-The World Cup golf championships, cheduled to be played in Ireland in July, may have to switch venues or be canceled because of Irish government opposition to South African participation.

The tournament is scheduled to be played July 6-9 at Waterville, County Kerry, but the government is putting pressure on the sponsors of the event to withdraw their support because a South African team led by Gary Player will be competing, according to the sponsors.

"We are convening a meeting with the other sponsors to consider the position," said a spokesman for the Irish airline Aer Lingus, "But that the tournament can be held in Ireland must now be very much in doubt."



### **Art Buchwald**

### Winter of Discontent

now they just sit in front of their TV sets and curse it.

country has had such horrible winters. One was advanced by B friend of mine named Merkin.

While I personally don't buy it. I feel obligated to pass it on. Merkin believes all the bad weather in the United

States began just after Anita Buchwald Bryant attacked

the gay population in this country. "God," said Merkin, who is very devout, "got very angry with Miss Bryant when she said He doesn't like gays, and He's been punishing us ever since." "How do you know this?" I

53.id. "I talk to God every night," Merkin said. "Right after Miss Bryant's attack He became very upset and decided to teach us all a lesson. You see, God loves us all, and He doesn't distinguish between heterosexuals and gay people. As far es He's concerned, we're all His children, and when one person says He doesn't like a certain group of people He becomes furious."

"But Anita Bryant talks to God, too, and she says God is against homosexuals and believes they're sinners.'

"She doesn't speak to the same God I do." Merkin said. "God is too busy to get involved in people's sex lives. As long as they don't hurt anybody, my God be-lieves everyooe should be left

"But Anita has to be speaking

#### 48 Bingo Parlors Closed in Madrid

MADRID, Feb. 15 (UPI).-The provincial government has closed down 48 or Madrid's increasingly popular tingo parlons because of irregularities in their management, officials announced.

The 48 bingo establishments had a turnover of about \$475,000

WASHINGTON.—People used to to the same God," I protested. talk about the weather, but "After all, there is only one." "Maybe she's not hearing Him the same way I do. Everyone hears

Everyone has a theory why this God differently. My message from Him is that there are a lot of straight people who are sinning and are on their way to hell, and there are B lot of homosexuals who will be allowed into heaven. What's getting God really sore is that there are more and more people in this country telling other people what He does or does not ike. That's why wa're having such bad weather."

> "Merkin, has God told you this Himself?

'Tm afraid He has." "When?"

"The other night, just before I went to bed."

"What exactly did He say?" "He said everyone is using His name these days to plug his or her own cause People are making fortunes telling the rest of us what's good and what's bad. He says He's being sold on television like scap or toothpaste. What's even worse is that anyone who has a political ax to grind says that God supports him. If there Bible it's that God doesn't like people cashing in on His name."

"Did He tell you He was going to drop s pile of snow on the East Coast?

"What did you do about it?" 'T went out and bought up all the rock salt at Sears."

"That was good thinking," 1 said. 'Did God say He was going to continue giving us all these bad winters?" "He did indeed. He said He was

going to keep it up until everyone stopped saying terrible things about their fellow Americans." "How do I know what God told you is any more valid than what

Anita Bryant says God told her?" "Why don't you ask Him yourself?" Werkin said. And that's exactly what I did. That night as I knelt by my bed I said. "God, did you tell Merkin you were punishing all of us because everyone was using your

poses? There was a pause, And then God said, Werkin talks too

name for his or her own pur-

'Yesterday's children are today's parents, and yesterday's outrage is today's multimillion-dollar business...?

### Frank Zappa: How to Make Rock Tick

By Michael Zwerin

DARIS, (IHT).-Frank Zappa's "The Mothers" attracted weirdos, intellectuals, hipsters, Lenny Bruce fans, misfits, musicians and, of course, hippies, who wanted to be outraged and above all to outrage their parents.

One critic said they sounded "like a zoo burning down." A certain Suzy Creemcheese described them: "One guy wears beads, and they all smell bad." Nervous about the dirty impli-cation of the name, MGM Records insisted on adding "... of Invention" after it. A reviewer wrote: "The Mothers of Invention will set necessity back a few years."

Zappa learned to read and write music "in the library," which was "cheaper than music school." He collected rhythm and blues records, listened to Webern and Varese. He cut records named "Uncle Meat," "Hot Rats," and "Burnt Weenie Sandwich." He wrote lyrics such as:

"She's a dirty young mind, corrupted and corroded She's thirteen today, and I hear she gets loaded."

Onstage, the band was described as "a cleverly animated, pornographically delightful musical revue." The music combined visual showmanship, electronic sound improvisation and attention to musical detail. It was provocative music, in many ways ahead of its time. Zappa was one of the first to approach electronic pop as a serious form. And like anything avant-garde, it outraged the entrenched.

#### Zappathetic ,

That was over a decade ago. Yesterday's children are today's parents and yesterday's outrage is today's multimillion-dollar business. Although it has been said that many American customers have grown "cappathetic," export sales are healthy. Europeans buy his freaky view of U.S. culture. Anything but freaky, however, when it comes to business, Zappa is a responable, organized, executive with full control over every aspect of his well-oiled organization, now known simply as "Frank Zappa" and currently on an extended European tour.

Zappa the Personnel Manager: "I have a large overhead in terms of employees. For every guy onstage there are two others who take care of the equipment. In other words it's a seven-place band and there are twenty-one people on the road. Most of them are on a year-mund salary, which is unusual in this business. My music is extremely difficult, and a lot of the equipment is custom-made. I can't go out and hire some guy off the union floor, or somebody with big muscles."

The Technical Director: "They're my lights, I own all the sound equipment and 99 per cent of the musical instruments. Our Hammond organ is especially modified with a system that hooks it up to a set of electronic drums. That gives me the chance to write music that has, say, a 91-note series of tuned tom-toms triggered by the keyboard. I invented that, and



"I think I know what I'm doing by now,"

applied it using existing electronic devices and then paid somebody to physically interphase the thing. I carry somebody else on the road to make sure it works every night, Since it's a oneof-a-kind unit, we've got to have a baby-sitter for it. Then there's the blue box onstage with all my guitar effects in it. The German technician who originally put the box together is on the crew watching over it, and I just added another guy who's learning the ins and outs of the entire technical operation and who is also our guitar mechanic."

The Rield Bess: "All our stage equipment goes up in four hours. The works. From the time our crew gets in there to the time they open the doors to the public. It's 35 tons of stuff
... the equivalent of building and balancing an entire recording

The Sound Engineer: "There are enormous problems playing music for large numbers of people. The ideal would be to have an acoustically perfect hall with speakers all around so every-body gets an equal amount of sound. But a place like this does not exist, will probably never exist, and it's impossible to haul that many speakers around the world. So we've got to use brute force for the people in back to hear the band. Which unfor-tunately means that the people in front are getting their ears

The Creative Director: "The biggest problems doing our kind of heavily orohestrated, organized music the way we do it, non-stop, are memorization and concentration. To make all those cues in sequence, I go for precision. I don't always get it but I go for it. Not that we play the same thing every night. We open the sequence for solos and each guy is responsible for his own content. But the cousic is not jerzy. If anybody even mentions the word jazz in the band I punish them. Jazz leads to chaos. You can't go into a hall with 8,000 people in it and experiment. The audience has paid a lot of money for the tickets. I want to make sure these people get the show they expected, and have a pleasurable experience. I think I know what I'm doing by now. I've been doing it for 14 years and I'm

**ADVERTISEMENTS** 

### PEOPLE: Queen's Physician Finds

the couple had been downed by

an influenza strain called "red

flu," which usually keeps its vic-

tims out of action for about 48

hours. All of the Queen's ap-

pointments were cancelled, in-

Guding a meeting with Prime

Minister James Callaghan. And

Sir Richard did indeed get his

knighthood. Prince Charles,

standing in for his mother, tap-

ped the doctor on the proper

Sen. Muriel Humphrey, ep-

pointed to replace her late hus-

tand, has promised to decide by

April whether or not to seek

election for a full six-year term.

Clifford Irving, who is being

sued in New York by G.P. Put-nam's Sons for repayment of a

\$15,000 advance on a book that.

oddiy enough, was not about Howard Hughes, summed up his defense this way: "Putnant gam-

bled and lost, and so did I." Putnam's claims Irving failed to

deliver his manuscript on time;

Irving says Putnam's turned

down the book. The case con-

Travel Notes: RAF Flight Lieu-

tenant David Cyster, trying to fly a 37-year-old Tiger Moth bi-plane from England to Austra-

Ha solo, reached Crete from Athens Wednesday, Next step:

explorer Thor Heyerdahl, affoat

in a reed boat in the Arabian

Sea, said in a radio message

received in Karachi that the top-

mast of his craft Tigris was broken in a storm but that his

voyage was continuing as plan-

Andre Previn has extended bis

three-year contract with the

Pittsburgh Symphony Orchestra

for another three years. The

conductor's new arrangement will

allow him to continue as music

director of the symphony through

the 1981-82 season. Previn, who lives in London, will continue to

conduct for 14 weeks of the Pitts-

REAL ESTATE

Meanwhile, Norwegian

shoulder, right on schedule

Bayliss, burgh symphony's 24-week eq. When Sir Richard son, while also serving as price personal physician to Queen cipal conductor of the London Elizabeth, went to Buckingham symptony Palace Tuesday he expected to he knighted by his sovereign. Avital Shcharansky, wife of Instead, Sir Richard found that both the Queen and Prince Philip were suffering from the flu, and sternly ordered them off Anatoly Shcharansky, the Jewish to bed. Palace sources later said

dissident jailed in the Soviet Union and facing treason charges has denied a report by Tam the official Soviet DERS agency, that they were never actually married The Tass report last week quoted Mrs. Shchararsky's porents ex saying their daughter's marriage was not registered in a syng. gogue or official register. In her denial Mrs. Shcharonsky, who is now in the United States did not mention her parents, but she said: "I have been the wife of Anatoly Shcharansky for almost four years. I had the bonor of being present at my own wedding, conducted by a rabbi in the presence of witnesses. I have a marriage contract approved and authorized by the high rabhinical court of Israel. These documents are in the possession of my husband's parents, the Supreme Soviet and the fireign office of the Soviet Union.

Hoping to cash in on J. D.

Salinger's fame as a writer and his obsession for privacy, a wikicat publishing venture, reportedly headed by a mysterious "John Greenberg" of Berkeley, Calif, began to print in 1974 unauthor. ized editions of the author's early. writings. The pirated volumes called 'The Complete Uncollected Short Stories of J. D. Salinger' turned up in bookstores in Callfornis, the Middle West and the East. Breaking 20 years of public silence in November, 1974, the author of "Catcher in the Rye" and three other books denounced the new editions as "stolen" and said, "I never had any intention of publishing them." In Federal District Court in San Francisco Salinger sued "John Greenberg and 17 bookstores for copyright infringement. The lawsuit has long since been settled, with the bookstores paying "small dam ages," according to Nell Shapire Salinger's attorney. And the un authorized publishing has ceased the San Francisco lawyer addi-But to this day, "John Green berg" has not been found, though the Federal Eureau of Investiga tion joined the hunt for him i one time.

-SAMUEL JUSTICE.

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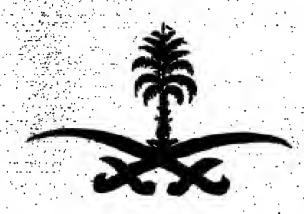
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### FOCUS ON

# SAUDI ARABIA



## Shaping the Changes as the Nation Confronts Modern Era

### The Haji, 4 Personal Pilgrimage For Millions

By Michael Jansen Michael Jansen is an Ameran woman who converted to te Mustim faith. This is her port of the sacred pilgrimage Mecca—the Hajj:

ECCA (IHT).—The ancient city was a bowl of light it down in a dark stony desert. te Eacred Mosque at Mecca bed pilgrims.

'Allshu Akhbar!"—"God is
£573 eat!" mueszins called from the
£573 eat!" mueszins called from the
£574 eat!" mueszins called from the

Before us was the massive ck-robed, black stone cubical ilding, the Kabah, raised by raham as God's house on th We prayed in perfect therhood round the ancient then into the streets we ept, through the many gates role in the lalse electrical

as the light of day began to p into the sky from the east, grims gathered together their inkets, clothing and battered micum kettles and set off on . Hajj, the Secred Journey. Spiritual Axis

Pligrims circling or praying in centric circles round the ortside world has formed of . Aajj. This is mistaken. For, er the preliminary rites, the grims leave Mecca and travel stwards to an encampment in a desert, returning twice to the cred Mosque at Mecca during ifive days of the Hajj. Manding at the center of the eque, the Kabah is the spiriand physical axis of the islim world and the geograph-



The rites at Mecca before continuing the sacred Hajj — the pilgrimage.

ical point towards which Muslims turn in prayer. A stone a single silver door, draped to a magnificent ointh of black brocade, the Kabah is the symbol of the Oneness of God. The Kabah has been rebuilt several times in the same shape with the Black Stone, a fragment from Abraham's original building, embedded in the wall at the southeastern corner.

Here the Prophet Muhammad began his farewell pligrimage

three months before his death. During this pilgrimage the Prophet established the sequence of performed since his time. This close association of the Prophet and the pilgrimage brings home to pilgrims, nearly 14 cenimmediacy of the Prophet's mission and message. Over the centuries every pagrim has tried, as far as possible, to literally walk in the footsteps of the Proph-

back of a stationwagon of the in all its diversity, journeying contractor bired to secure my food and looking, with the cook and provisions in the front seat. Yet, this prosaic beginning did not detract from the solemnity of the occasion because, for Muslims, religion is the fabric of living, weven into each day by

the five formal prayers. The pilgrimage is the total religious experience—five days devoted en-

tirely to God.

cheery round checks of Brueghel's fortile from Mecca to keep an appointment with God on the Plain were men and women and children of all ages walking and riding, their moods ranging from the solemn to the joyous. Some might have been ditizens

of ancient Athens or Rome, so proud was their bearing in the seamless white robes of the offgrimage Some had the easie

There were gentle Indonesia fierce Afghans, almond-eyed Cau-

casions and Turks, tall fair Kurds, brown Indians with mogul features, black Africans with the family resemblances of an entire continent stamped on their faces, and Arabs from every corner of townsmen and city dwellers They had come to fulfill their

obligation once in their lifetime

says. "They had good times, but

none of them ever thought for a

moment of starting a permanent

life there." Despite the number of

Saudis in the United States for

instance, it has proved so rare for

ly that U.S. consular officials now

dismiss any apparent case of a

Saudi over-staying his visa as a

statistical error. And this extraor-

dinary loyalty was just as true

in the 1950s before Saudi Arabia

came a rich land of oppor-

a Saudi to opt to stay permane

### Rule by Consensus Is the Key To Lead Country Into 1980s

Dr. Joseph J. Malone has frequently visited the region as director, Middle Eastern Studies of the National War College and as President of Middle East Research Associates, Inc.

RIYADH (IHT).—How much is really known about the Kingdom of Sandi Arabia? Ev-ery school child should know of its vast oil reserves, exten-sive production and refining capacity, and petrodollar sur-phase. It is firmly anti-Communist and, along with enough other nations to raise doubts about the validity of the term, enjoys a "special relationship" with the United States.

It is not a "one-bullet" regime. as the unruffled transition from King Paisal to King Khaled Ibn Abdul Aziz established, King Khaled, who is Prime Minister as well as king, is an amisble peace-maker who has entrusted much day-to-day policy responsibility to Crown Prince Fahd Ibn Abdul Aziz (Pirst Deputy Prime Min-ister) and to Prince Sultan Ibn Abdul Aziz (Minister of Defense

and Aviation). of the powerful "Sudeiri Seven" who are sons of the same mother. wife of the much-married King Abdul Aziz Ibn Saud, who in every way qualified as the father of his country. King Paisal was not a Sudeiri, nor is King Khaled. Another non-Sudelri. Prince Abdullah Ibn Abdul Aziz (Second

Deputy Prime Minister), is also very powerful There is speculation that Sudeirl ambitions trouble other members of the royal family. However, it is a stable regime and will continue as such.

But where is Saudi Arabia going? It may be useful to put production, and all the details of the \$142 billion second Five Year speculate upon what the pace and shape of change will produce in the Saudi Arabia of the 1980s.

### Consensus

The monarchical socialism of Saudi Arabia is a stern challenge to Montesquieu's conclusion, that forms of government are influenced by the weather. The governing of the kingdom of Saudi Arabia has more to do with 'i jma-consensus-than with relenthers sunshine, the desert harshness, and ever increasin miles of scorching pevernents. And it will be 'i jma which will bring the kingdom safely into the 1980s; not without stress and social dislocation, nor by the plans of Western advisers. consultants and contractors, but in a form shaped more by dialogue between the House of Saud and the "new men"—the swelling ranks of Western-trained techno-

Islam will continue to sustain the existing order in the Saudi Arabia of the 1980s. There is concern that exposure to Western life will mean that returning university graduates will bring back alien ways and corrupting habits

the Alirezs family, whose busi-

ness was founded in the mid-19th

century. Before the First World

War they provided the "member

for Jeddah" in the Ottoman par-

liament in Constantinople. Fif-

teen years later, another member

## By Joseph J. Malone

as well as technical and administrative skills. Members of the technological ellte emphasize that a Saudi Arabian can function with the ease of a Westerner in Chicago or in London, and

remain the "complete Saudi" once

at home in Riyadh or in Jeddah. Hypocrisy and deviations from prescribed standards of conduct can always be found. They explain the preoccupation of the conference on higher education at Mecca in early 1977 that young Saudi students complete the first degree at a Saudi Arabian university before going, as more mature, more responsible, and preferably married graduate students to Western institutions. But such concerns are overblown.

### Oneness

To say that the puritan ethos instilled in the House of Saud over two centuries ago has eroded simply because the religious police have ceased to punish citizens who smoke cigarettes in public places or because Western music can be heard on Saudi radio stations is nonsense. The doctrine of tauhid-oneness-the repudiation of all but the Islam propagated by God's messenger, the prophet Muhammad, continues to be ingrained in every Saudi child.

Islam remains the linchpin of the House of Saud, and so long as there are no blatant abuses of authority, and the goods and services made available through petrodollars are increasingly spread across the land, the kingdom's citizens will not look elsewhere for inspiration

In 1975, 82 per cent of Saudi Arabia's gross domestic product was income from oil, the demurrage bill for unloading delays (which averaged 100 days per vessel) was \$375 million, and cement was selling for \$35 a bag on a flourishing black market. Planned expenditure was \$13 billion, and \$9 billion was actually spentmuch of it badly, and some of it on cement delivered by air freight to Rivadh and Dhahran. By the end of 1977, port delays were averaging less than a week, and project engineers whose names had become synonymous with "cost overruns" were put on notice that performance bonds could now be enforced with some

Improvements in Saudi Arabia's "physical plant" were obvious but even more obvious was the need for so much more to be done in road and port building, housing construction and other basics. Air fares have been reduced, and there is a softening of rental charges.

### Inflation

But such trends have not eased inflation significantly. Inflation is in some measure brought home by exorbitant prices on imported goods and services. It is also due to manpower shortages which encourage mobility based on ever-higher salaries offered to the skilled and semi-skilled work

The second Five Year Plan has been described as unrealistic, or "a five-year agenda which will require 15 years to implement." However, its greatest value has been to force the Saudiy to consider the relationships not only between expendable income and absorptive capacity, but between what the "economic and social variables" (i.e., the weight of tradition and culture) and industrialization and consequently between the value of cadustrialization and offshore investment. This in turn has transformed a few Saudis into students of domestic and international infla-

Long-term planning became less complicated when Western-

largely U.S.—rhetoric on alternative sources of energy-was taken (Continued on Page 16.)

### Through the car window I -countenances of ancient patri-Technocrats Are Split on Social Price to Pay for Progress

By Joseph Fitchett

IYADH (IHT).-This desert kingdom—whose oil bonanza resents historically the bigt national financial windfall d from the New World's gold ims to change from a pastoral, nadic society into a modern ntry in the space of a single

is an unprecedented leap: one really knows if it can done, but no nation with our ources has ever tried," says . Ghazi Al-Gosaibi, Minister of iustry and Power. Much of responsibility and the strains I directly on the "Saudi techrais"—a rapidly expanding alanx of middle-aged and inger Saudis who have been icated abroad, primarily in the ited States. Like Dr. Al-Gobi, most ministers have a t-graduate degree from the ited States, often from the iversity of Southern Califor-, a Sandi favorite.

California got an early "Saudi mection" because Chico Col-s offered a good "orientation gram," essentially a cram rse in English for Japanese i Mexican students, which fillthe bill for linguistically weak

; ir. Al-Gosabi weers his USC is ring on one hand, handles string of worry beads in the er, and there is no sign of ural incongruity in either his litional Saudi dress-flowing te rohe and govered head-or articulate defense in impecie English of his nation's orate, Western-designed do-

pment plan ike the 10,000 Saudis a year Med in U.S. higher-education itutions these days, the techrats—who are charting and unistering the royally approv-

plon the concept that Saudi Arabia can take what it needs from industrial civilization and leave

the rest. In essence this view contends that Saudi Arabia can take as its jumping-off point the most advanced acquisitions of human knowledge. It conjures up a vision, worthy of science fiction, of Saudi Arabia as the first fully automated country, a land where machines minimize the need to work and where management takes pride of place.

It is often an achievable dream. In the banks, digital moneycounting machines operate in-stead of the clerks. Helicopters unload cement faster than any crew of stevedores. Surgeons may not wish to spend their careers in Saudi Arabia, but King Faisal Specialist Hospital is acquiring the capability to televise complicated operations by satellite so top specialists in Houston can provide instantaneous advice. Already satellites do a great deal of prospecting here for oil, water and gold. It is increasingly the land of the computer, the airconditioner, the pushbutton, the

expendable foreign expert. The Saudis believe they can take advantage of the most advanced technology for their society without the 'moral degeneration" of the West, where they believe that technical progress and industrial development have undermined social values.

### Social Price

Technocrats like Dr. Farouk Akhdar, top official of Jubail, realize that "the test for Saudi-Arabia lies ahead, and we will have to pay a social price for progress." But the Sandis understandably want to minimize it. Several constants govern their thinking. One point is their

as a means to build their population size and diversify overnight. their human resources, as other countries have done, particularly the United States. The Saudis give a blunt response. "Sure, you built your country on immigrabut look what happened to the original owners, the red Indians. We don't want it to happen to us," explains a senior

A second point on which the technocrats agree is that Saudi Arabia must extend its fastdeveloping managerial skills to the other Arab countries surrounding the kingdom, Key Saudis like Planning Minister Hisham Nazer ere taking the initiative in obtaining regional coordination in industrial and social develop-

refusal to naturalize immigrants ment to ensure unity of views and spreading prosperity in the new club of rich men that is taking shape in the once-poor Arab peninsula. The most fundamental item of

consensus is that Saudi Arabia needs to safeguard the core of its spiritual haritage. The theme is constantly echoed.

### Traditions

Deputy Planning Minister Falsal Bashir, who grew up as a bedonin before becoming a brilliant U.S. economics student. says: "You cannot force people to cooperate. They have to see their own best interests. Change has to occur within every family. and we have to operate within our traditions."

with barges and stayedore com-

panies, transport companies, su-

permarkets, big blocks of shares

in most of the public companies

(including the electric supply

will not pay is to abandon our an American with Arab interests

neur, Abdullah Alfress, feels that we must keep our value avstem I have become a traditionalist, and I would rather have our development slow down than see our ways destroyed." Part of this feeling stems from

the Saudis' undeniable arrogance over what they see as their morally superior culture preserved in Saudi Arabis—and sanctified by This feeling also stems from the

Saudis' genuine attachment to their own way of life, which is so special that Saudis find it extremely difficult to relate emotionally to any other culture. "None of my Saudi friends was Dr. Akhdar adds: "The price we very really happy in the States,"

**Buck Rogers** This attachment to the past now reinforced by uncertainty about the future, induces some Saudis to believe that super-tech-(Continued on Page 17.)

the Arab countries commands

much more respect than it does

in Western societies-it is often

### The Merchant Family Partnerships Are Household Words

By Michael Field

TEDDAH (IHT). - In Saudi Arabia the names of big merchants and their companies Bugshan, Jomath, GTO (Olayan), Zahid, Al-Gosaibi, Jameel, Juffali. Rajhi Sherbatiy-Soliman - are household words as much as General Motors and Westinghouse are in the United States. No visitor is in Saudi Arabia more than a few minutes before he sees one of the big merchants' names in en advertisement or painted on the side of a truck or on the window of a travel agency. The merchant families or

companies) and a few of their own light industrial enterprises. Their businesses normally take the form of family partnerships rather than shareholding companies. In size they range from the \$1-billion-plus annual turnover of the Juffalis (who have made Sandi Arabia into the world's biggest export market for Mercedes trucks) down to small importers with two or three conmore accurately, the "merchant sumer-goods agencies whose sales community" because many of the merchants' businesses go back operations rely more on personal contacts and word of mouth than only a few years—run the huge on any front in the marketplace. import trade. They also own con-For the longer-established houses, the family names are astracting companies, hotels and

residential properties, shipping sociated with a whole range of . in modern Saudi Arabia as that and airline agencies together activities outside the main family of the tribal families. Selling in firm. Most of the bigger families have tended to fragmentthere must now be dozens of Al-Gosalbi businesses while the younger generation following the founders have gone into state corporations and the government.

> Family members of the Alirem's have recently held the posts of minister of commerce, ambassador to France, ambassador to the United States and deputy foreign minister, while members the Al-Gosaibi family have been appointed minister of industry and deputy governor of the Saudi Arabian Monetary Agency (SAMA), the central bank,

The status of the big establish-

ed merchants is at least as great

said that every Saudi's dream is to open his own little shop-and nowadays many members of the tribal families and of the royal family are themselves in busine The major remaining social dis-Posts tinction between the two types of family is that they do not inter-Whereas tribal families claim

to trace their lineage back to the Prophet, even the oldest merchant families cannot go back more than four generations before the names of ancestors are forgotten. Most of today's big merchant bouses were founded

either by the present generation or by their fathers. An exception to this pattern is

of the family was governor of Jeddah and had the task of surrendering the city King Abdul Aziz Ibn Saud during the conquest of the Hijaz. Contacts

### Three factors which spell the

difference between success and failure are contacts, the durability of the products and the quality of after-sales service. Contacts in the kingdom often ecede any commercial link: St.

John Philby, the British explorer (and father of the spy, Kim), be-(Continued on Page 16.)



### Government Push Aids Industrialization Despite Obstacles kingdom's infrastructure to read

RIYADE, (IET).—The problems of manufacturing in Saudi Arabia are the same problems their industrial investors face in any underdeveloped eres "only magnified a handred times," as a burinessman here puts it.

Yet both the government and private entrepreneurs in Saudi Arabia are pushing slowly sheed with their plans to industrialize thes cal-based country.

Any short list of the difficulies must mention the absence of infrastructure, the lack of any skilled, experienced work force, greater risk of breakdowns crent in the severe Arabian environment the next for special processes such as the refrigeration of ccolents, and the difficulrepair far from mechanics and Pinencial districentives exist, too; higher costs for both capital and labor and the uncertainty caused by high inflation

Government intervention, directly and through subsidies, is cunting these obstacles

Plans for heavy industry are moving sheud slowly under the new government-run Saudi Arabian Basic Industries Corp. (Sable) while private-sector light industry is taking shape at a

#### Industrial Core

At Sabic, the goal is to construct the heavy industrial core for Jubail and Yanbu, the new development complexes to be fed by natural gas and Saudi crude . The main current efforts are the petrochemical ventures, primarily with American oil majors. to mount four ethylene-based plants. Sabic is also consulting Japanese firms on other petrochemical projects and Taiwan on

On the back burner, Sabic is working with the West German firm, Korf, on plans for a steel plant using imported from ore to produce sponge from Aluminum is an even more remote pos-

The philosophy of Sabic is to follow a hard-headed 'business approach" despite its government ownership, according to its chief executive officer, Abdul Axiz Al-Zamil, who headed the technologPetroleum and Minerals here before taking this job-

"Our projects are meant to be viable by normal business standards," he says. "Hence our stress on partnership with foreign companies: they can have up to 50 per cent ownership, and we insist that they do take some equity: It is a guarantee for us that they telieve the risk is commercially

accentable." Sahic has a staff of 100 people here at headquarters in the Saudi capital, but another 600 specialists of Sabic are scattered in major industrial capitals some at Shell, a prospective petrochemical partner, others at Korf, the metallurgical leader to work up Saudi Arabia's projects. In keeping with the Saudi Arabian philosophy of encouraging wealth to all Saudi citizens, Sabic intends to sell itself to the Sandi public. Up to 75 per cent of the shares, today all held by the government, eventually will be marketed presumably within six years, but in practice probably only as soon as Sabic looks profitable The \$2-billion corporation ex-

tends a list of inducements to foreign partners—cheap gas, cut-price utilities, nominal rents, tax holidays in order to attract help in converting Saudi Arabia's hydrocarbon resources into manufactured goods. The enterprise will become really profitable some analysts say, when the kingdom's other resources can be utilised, too: A survey of mineral

ically oriented University of ing private enterprise and spread- Plan. Substantial finds of iron Bahrain. This approach of oilore, for instance, could alter the economics of the steel mills

Sabic's emphasis on economic realism showed in two recent decisions. The first was to scale down by half its originally planned steel investment and limit itself to a local Saudi market, which would absorb 800,000 tons of steel billets to be produced by the Sabic/Korf direct reduction mill Sabic's Mr. Al-Zamil shows relief when he explains that the reduced plant size means Sahic will no longer have to worry about world market conditions in the steel industry.

Secondly, Sabic has effectively laid aside its plans for an aluminum smelter in Juhail Instead. there is considerable talk here of investing in the modernization of the smalter already operating in holdings in the National Bank of

producing countries investing in one another's industries to achieve joint ownership and optimum economic advantages appears increasingly favored among planners here as the way to avoid rumous local competition and dunification and achieve a united

Meanwhile Sabic hopes to carry out the heavy industrialization which will provide spin-offs for privately started Saudi lighter industry. The output of Sabic's steel mill, for instance, will feed two plants

front to break into world markets.

now planned as joint ventures to produce rebars for reinforcing by Chaith Pharaon's Research and Development Corp. (Redec)

and a Junail plant involving the Al-Anicari family and Italim-

Similar spin-offs can be expected from all the governmentmounted heavy process industries, but private entrepreneurs still have a struggle to put together profitable projects, despite the the tariff protection of between io and 20 per cent (sometimes plinased as required local-pur-chase below this difference in price); and the cheap loans.

The biggest private industrial yenture in the kingdom has just come on stream—the Saudi Cable

Co. factory in Jeddah put up by Abdullah and Khaled Aliresa in partnership with Standard Oil of California and Ansounds.

Georgia) and Canada's Costeel, government help: "We got a cheap loan, the government assisted with land, the utilities were brought to the site as promised." Abdullah Alireza ex-

plains. "Even so, we had to provide our own infrastructure: housing for our workmen, a \$10-million transformer to equalize dangerous fluctuations in the power supply. a giant water tank to protect us from the risk of costly shutdowns due to temporary water short-

ages," he adds. The Alireza project, which took five years from inception to production, is looking to the day when it can use Saudi-mined copper and Saudi-produced polyvinyl chloride (PVC).

The Alireras, like other mer-chanis-turned-entrepreneurs here, cesentially are waiting for the

#### 1980, one of the Alireza brother says. Even private industry ordinates closely with the gove ment. The Cabinet vetoed a pic

the level to support private in

dustry. "Look for a takeoff &

for a privately owned General Motors assembly plant became the value added per man was he compared to some other indus tries. However, determination can win over even reluctant plan ners. The Juffali family prema ahead with its assembly plant & Mercedes trucks after the govern ment refused to support it, an now that vehicles are starting t roll off, the government has continued with belated fund Since the Juffali clan has to Mercedes franchise, they can a force their own protectionist be

Starting up a light industri plant that will complement merchant's existing enterpris -as well as receiving gover aid-is another way which the economic advantage of a factory may be great than they appear to outsiders. Supplying Aramco has be

the route to successful industry in the eastern province and the same kind of patrons can now be expected around E Jubail and Yanbu industrial cor

The most popular ventur judged by the number of a plications for support receive by the Saudi Industrial Develo ment Fund, are the manufacta of building materials. More th 200 projects have been an mitted: Cement blocks and are saturated, and application are frozen until 1980.

Metal products is the next me active category, followed by fc. products. Investments in t \$15-million range include me processing, dairy products, g vanized aluminum, bricks, p fabricated building materia battery acid, glass and A niture

Bigger Pharaon fertilizer plant n Jordan, the Alirezas' plans a steel-pipe plant, an Amia asbestos cement-pipes remain further down the road

### Tale of Two Cities: Realizing a Grandiose Vision

TUBAIL (IHT).—A grandiose vision materializing in this nation is the biggest single in-dustrial project in history. Two giant industrial cities are to be creeted at Saudi Arabia's corners: one here on this sandy stretch of Gulf coast and its counterpart, Yanbu, across the

peninsula. Even in this land of eve-widening statistics, the Juhail and Yanbu complexes make people take

In the space of a decade, the Saud's plan to spend more than \$30 billion to complete the two cities. Jubail was a fishing village until last year, It will become a city of 175,000 people employed in 14 major hydrocarbonlinked industries refineries pettrochemical plants and a seed mili Products will be marketed through a major port whose jetty already thrusts more than five miles into the shallow Guk. A giant new international aimort will be created in the desert just south of Junail.

Yanbu, on the other side of the country, will contain 115,000 people working in a smaller, similar complex built around refining and petrochemicals. It is being linked to the off-fields by a 800-mile off and gas double pipeline.

Billions of dollars are being spent creating on-site camps to house the workers who will build

the cities. The plan is to create a Saudi heavy industrial machine which will capitalize on the kingdom's hydrocarbon energy. "We want to extract the maximum added-value from our natural resources." says Dr. Frank Akhdar, chairman of the Royal Commission established to manage this mega-proj

#### Livable Cities

Educated in the United States, the 41-year-old Dr. Akhilar is confident of Soudi Arabia's ability to transform itself into the modern, industrial nation exemplified by Jubail and Yanbu, "We are designing cities for people to live and work in," says Dr. Akhdar. "We are spending an extra billion Saudi riyals to locate the residential areas on difficult terrain situated north of the factories to spare people from any threat of pollution.

We expect Saudis to man the inctories. Of course we plan energy-intensive, not labor-inten-sive, industries so we calculate that the original Saudi foreign parity can be reduced to a 35-

Even in this land of eye-widening statistics, including training, housing and attractive salary scales (a 15'-per-cent premium is being discussed). the Jubail and Yanbu complexes make people "It will be an entire new commu-nity on a model basis which should be attractive to the work-

In the space of a decade, the Saudis plan to spend more than \$30 billion to complete the

two cities.

take notice.

per-cent foreign population by the out Sandi Arabian products from century's end provided our wom-en can join the work force." Dr. Akhdar sees Sandi Arabian cities playing specialized roles in Saudi Arabia in the year 2000.

Jeddah, with its port near Europe, will remain the commercial capital; Riyadh will remain the political center especially after forelen embassies are allowed to move there from Jeddah; Dhahran will attract the researchers and technicians who will gravitate to the computer banks and other advanced facilities planned for the University of Petroleum and Minerale; Juhail and Yanbu, anchoring the kingdom's now deserted northern border (and twinned with the hig new military bases at Batin and Tabuk), will ship

their own ports.
Saudi planners and foreign contractors are racing against time and inflation to prepare the cities. The director general of the John project, Dr. Jamil Al-Jishi, 39 and educated in the United States, supervises progress from side, 9:000 South Korean employees of Hyundai are finishing the port infrastructure widle: a Dutch firm continues dredging the unexpectedly rocky barton

Incentives

Dr. Al-Jishi hea the same commitment to populating Jubail with Sandis. He hopes they will be steigners to live closely together in Jubail the exact opposite of the old pattern which prevailed, for instance, when Arameo built their separate oil town near Dhahran

From Scratch

er," says Dr. Al-Jishi.
The plan is for Saudis and for-

The Royal Commission has just started looking for Saudi experts to work on solving cultural problems created by this innova-

Building in Jubail and Yanbu is complex and costly because there is no existing infrastructure. Roads, utilities, dessination plants housing ports tele-phones all are having to be buils from scratch and aften in competition with other Five-

Year Plan projects Jabell and Yaribar really are the end-products of a major thrust of the overall development plan; the mammoth mas satherelectrification drive in the eastern province. All these different strands are supposed to come together as part of the national transformation powered by Saudi Arabia's current surplus of oil and finance. The Jubail Master Plan runs

dustrial areas, and the giant

to twelve volumes, which were prepared by Bechtel, the San Francisco-based construction and consultant firm. Their deep involvement in Sandi Arabia boosted the company to be the world's largest privately owned company. Steve Bechtel sr. first discussed the Jubail complex with King Faisal almost a decade ago, but the full-blown present concept took shape only two years In Yanbu, the key consultant for the master plan was Ralph M. Parsons. Before the project is complete, thousands of

volved as suppliers. Industry in Jubail and Yanbu being developed by the Saudi Arabian Basic Industries Cornoration-which is negotiating with major oil, petrochemicals, fertilizer and steel makers-and by Petromin, which is working with Mobil and other majors on refin-

npanies will have been in-

ADVERTISEMENT

### ADVERTISEMENT



As part of the Kingdom of Saudi Arabia's long-term plans in the field of development, massive construction and industry programs have been inaugurated which call for extensive building projects and the industrialization of the Kingdom.

Recently, the Ministry of Industry awarded industrial licenses to the Ashemimry Trading and Contracting Company of Jeddah, Saudi Arabia. This achievement is due to the commitment on the part of Nasir M. Asheminry, Chairman of the Ashemimry Trading and Contracting Company, to the building and development of his country, and to its progress. Mr. Ashemimry has put a great deal of work and effort into studies and proposals for these factories, as well as other current construction contracts, both government and private.

Born in Mecca thirty years ago, Mr. Ashemimry has been educated both in Soudi Arabia and in the United States (where his course work was in Business Administration at Texas Christion University, plus further management studies in Oakland, California). Much of his foreign education came as the result of his decision, as a young man, to join the Kingdom's airline, Saudia, as a student pilot, in 1962.

His training first took him out of Saudi Arabia to Beirut, and thence on to his studies in the U.S.A., where he also did his Aeronautical Engineering work in Ardmore, Oklahoma. This early professional training led to his being certified as a Federal Aviation Authority Dispatcher and Pilot, and has resulted in, among other his ability to the Boeing 707s as well as the private jets he flies for his personal and business pur-

Proud of his Saudi Arabian origins and traditions, Mr. Ashemimry is clearly contributing a major effort to his country's future in the vost project his company now has underway. In looking ahead to that future, he realizes that increasing cooperation will be needed between the Kingdom and the foreign business community.

Because of this, and due to his own international experience, Mr. Ashemimry is well-positioned to discuss the world of Saudi Arabian business in terms of its developing patterns and those perspectives on it of importonce to foreign business-

In the belief that wider understanding on the part of the international business community will benefit both the Kingdom of Saudi Arabig and the community itself, Mr. Ashemimry recently discussed, with a foreign journalist, some of the key things which he feels are important for businessmen interested in Saudi Arabia to know. Excerpts from this interview, below, provide a useful and valuable guide to the "business of international business" in Saudi

#### Bedrock Advice To The Businessmon

The first question which comes to most businessmen's minds when thinking about Saudi Arabia is How?" to get going at it. In the following questions and conswers, Mr. Ashemirary gave his views on the sub-

Q. As an internationally experienced Saudi businessmon, Mr. Ashemimry, what's your recommendation to foreigners interested in doing business in, or with, Saudi Arabia?

A. If there is one onswer before all others to that question, it would have to be, "Get to know us, our country, our traditions, our laws and our customs." I really can't emphasize this enough. We are a very proud people, who trace our ancestry back to Adam, and while

## HOW TO DO BUSINESS IN SAUDI ARABIA

we respect your world and your accomplishments, we have our own very strong feelings, laws, customs and so on. Our world is different from yours, and while we will undoubtedly see change in our future, it will be at a pace with which we are comfortable, and only in those creas where we see it as desirable. .

Difficult though it may be, I can't recommend anything more strongly to the foreigner who would come to Scrudi Arabia to do business than that he try, after he has learned all he can, to understand why we are who we are, and to appreciate how we see ourselves, and how we think about ourselves, our society, and our coun

Q. Has that been a problem for foreign businessmen, which has caused difficul-

A. Sometimes, sadly, yes. Too often, we have seen the visitor who comes here with. no true understanding of what we are doing, and how we are, in fact, building a for better nation for our people. We are a growing country, and we have exactly the same sort of growing poins ony country would expect to have if it were to embark on the kinds of major efforts we are making. The businessman who comes here, and is frustrated because he con't get through on the telephone at the precise moment he wishes will, I hope, pouse to think how his home country" telephone service might be upset on occasions, if it were being overhouled, or rapidly doubled in capacity. To the foreigner, accustomed to a long-in-place infrastructure of technology and communication / transportation facilities, it has too often been forgotten that we are trying to put these takenfor-granted things into place

at an incredible pace, and over vast Territory. We are sorry when we see the foreigner's frustration intrude on business declings in which both he and we are interested, and we wish we could somehow get him to appreciate that for us the frustration is not there in such force because what is happening in our society is, in fact, taking place very quickly to us.

Q. Your point's taken. But, once a foreign business visitor has understood these things, what should he do in terms of establishing a business presence in Saudi Arabia, and trying to conduct his offcirs?

A. That's perhaps the secand thing I should emphasize as strongly as I am able. Foreign companies do themselves on injustice if they don't seek out and find a Saudi Arabian partner. I don't mean by that to imply that they may not be wellequipped to do business in Saudi Arabia. It is more a consideration of the intense competitiveness of the world of business here, and the enormous advantages there are in having a solid Saudi Arabian partner with whom to build a strong, long-term business here. . .

Q. How do you find a

A. Really, the foreign busi-nessman should come to Saudi Arabia, in person, after learning all he can from outside sources, and talk to local sources, such as other toreign firms already doing business here,: to get an idea of which of our : businessmen, or of our organizations appear to be most suited to be helpful in the pursuit of the foreign firm's business interests. There's a business encyclopedia available, which lists many sources of interesting

ness operations.

It really doesn't take long to reach a "short list" of potential partners who seem appropriate to the particular business involved. Once that's done, one needs to spend some time getting to know more about the potential -partners themselves, both on a business level and on a personal basis.

The foreigner should ask

for, and check on, bank references, and should physically go to see the protects the potential partners have already completed, or which they have under way, or the operations which they are running. Remember, there are many very large developments in the Kingdom now being tendered, or about to be tendered, and the competition for them is very strong. Many companies have been pursuing particular projects for a long time, and may therefore sound as if they are suitable partners, where in fact, they may not yet be truly established with an existing record of major accomplishment. It is always better to see active projects in which the potential partner has already proven his ability to win out amongst the many, many competitors who may have attempted to win -a major contract. In that way, the cutside businessman gets a better sense of the capabilities of the company with whom he may wish to

Q. What about the other side of the coin; what will be the things the local partner will want to know about his potential foreign business colleague?

A. As you might expect, the Soudi businessman is going to want to know if. the outside business is really capable of doing what they say they can. The

and interested local busi foreigner should be ready and willing to show his own previous or existing work. as it stands outside the Kingdom. He should also be comfortable in providing . banking references for checking by the potential local partner, but that's all perfectly normal business dealing in any part of the

> One thing I'm aware of that is often not appreciated fully by foreigners is the degree of personal sociability which goes with our customs of doing business in Saudi Arabia. For us, our long tradition of knowing each other socially as well as in a business sense makes a much more interwoven business/ social atmosphere than is found in many foreign countries. To the visiting businessman, that which we see as normal friendliness may often be token as failing to get to the business point on our part. That's not true; we want to know and appreciate those with whom we do business, whether they are other Saudis or

foreigners.
The visiting businessman should get to know his Soudi portner socially, not only because that makes for better business relationships, but because the local partner will be enormously helpful in seeing to it that the foreigner does, in fact, understand the local laws, customs, traditions as key elements in our society.

Q. Once actually organized for doing business in Saudi Arabia, what should the foreign businessmen expect, in an operating sense? A. That will depend, of

course, in many ways on the nature of the business in which he is operating, but it is fair to say that he will be wise to anticipate

own country. He should allow for that, which will be easier for him to do if he stops to realize that the systems he may be used to in, say, Europe, have been in place for a very long time, and we are here having to cope not only with the installation of new systems, but also with a sharply increased number of people making demands on those systems, much of that number, I might add, being made up of exactly these foreign business people we have been discussing.

he might be used to in his

To illustrate what I mean by this, take the simple concept of pricing. It must be done with great care, as things change very quickly in some cases, due to competition or government actions. For example, a bag of cement in Spring, '76 cost 25-30 Rivals and you couldn't find them. Now, bogs of cement are freely. advertised everywhere, and are available at about 10-11 Riyals. There was a time when food prices began to soor, so the government decided to step in with subsidies to hold the price of food down for the people.

Again, that's where the value of the local Saudi partner can be of such help to the foreign businessmon The Saudi partner will have a better sense of conditions in the Kingdom, and that better sense is likely to be a key factor in preparing a business plon which succeeds because it is not priced too high, thus losing out on a major contract possibility, nor too low, resulting in a contract of major proportions on which the portners make no pro-

Conversely, of course, the foreign businessman is ideally situated to bring great strategic benefits to the partnership. He will very likely have ready access to new developments and systems that the local Seruci portner may not see so quickly. If your Soudi partner is not getting the exposure to the business press which you do, you should expose him to it.

Q. What are the commonest mistakes made by

foreign businessmen coming to the Kingdom?

A. Failing to find a Saudi business partner, às I've already discussed, is cer totally one, in my opinion. Secondly, failing to respect our laws is an area in which otherwise good outside businessmen have made avoidable mistakes. And, of course, there have been for too many outsiders who have come to the Kingdom to "get rich quick." I suppose these people will be found wherever large amounts of money are involved, but we are looking for a different kind of bustness perspective in what

we seek for the Kingdom. Q. Mr. Ashemimry, what about your own company, and its role? A. Hai That might be a bad question, as I could

talk about that for days. Briefly, our company decided to enter the field of industry as I am a firm believer that this, along with our present and future construction contracts, is where we can best serve the Kingdom and the people. One of the mojor roads to progress is in the industrialization and training of our people, thereby acquiring the needed technical know-how for selfsufficiency. We have started construction of our first factory, and have, at present, seven more to complete. However, this is not the only activity we have the only activity we nave which is part of our planning for the future in our country. Our company has long-term multi-national interests in construction, building materials and publish. ing. Representatives overseas, in Europe and the U.S., help make us more effective here, and I think it's fairly clear that we will continue to be deeply involved in the future progress in Saudi Arabia. As part of that involvement, we hope to help inform the outside world also, bringing it information on our country. Our recent book on the

is, I think, a good example of this kind of effort I think our company will become more and more involved, and successfully sc. in the business world of the Kingdom of Saudi Arabia.

customs and heritage of the

Kingdom of Saudi Arabia



## Crossing the Vast Desert—Getting There Is Half the Problem

By Bob Lebling EDDAH (IHT).-Getting there is half the problem in Saudi

The kingdom's sweeping modnization plan demands a highly veloped transport infrastrucre capable of moving large unbers of people and staggerg quantities of goods across mareds of miles of desert selejand.

The nation still conspicuously axs any distribution system d storage facilities capable of endling local resupply of, say, are parts or food in the vast nterland where they are sent om this entry port.

Creation of a modern, interking transportation network volving road, rail, air and sea affic-first became a realistic al with the quadrupling of oil ices. For the decade after the e King Faisal came to power 1964, when the kingdom's only ved roads were around Jeddah d Mecca and in the oil provce, nearly 20 per cent of exnditure had been on road ilding. But the flood of petrollars in 1974 made it possible the Saudis to embark on meands of miles of new road astruction and to upgrade the intry's tiny rail system, renote and expand Saudi seaports, well as dramatically boost the igdom's air network.

"imerican, European and Asian practors are now implementprojects under the second e-Year Development Plan. ich calls for the construction 12 000 kilcraeters of highways i paved roads and 10,000 kiloters of earth-surface rural

mong the projects under way a new trans-desert highway ting the capital of Riyadh h the mountain resort town Tail on the Red Sea coast, summer seat of the Saudi ernment. The desert highys, which will save 100 kiloters over present routes, was jet project of the late King sal, who insisted it be laid a direct course, regardless difficulties in the terrain. The roadway, to be completed July at a cost of \$63 million, being constructed by Saudi stractors. Aerodynamic shapes either side of the bighways e been designed to stabilize

a buildup on the road surface. Italian firms have taken a major since of the roadbuilding busines in Saudi Arabia, handing at least 30 per cent of the kingdom's new road construc-

The country's inter-city highways now carry considerable

freight traffic—trucks making cong-distance runs to anni from Europe and the unribern Middle East, and tractor-trailers, hauling containerized goods from the

Of all the kingdom's transport objectives, a country-wide rail system seems the furthest from

desert and through the kingdom's largest oasis, Hofuf, with

The only railroad now in the Denver Zephyr line now operation is the 600-kilometer make the run, a mirage-like the eight-hour journey, the sin- service in the United States a rail of Paris. gle-track line winds across the decade ago and purchased by the Saudis in 1976.

The kingdom plans to extend its big agricultural projects. The the railway system to Jeddah

the project have been completed tional rail system. line from Riyadh to the eastern sight until it is explained that by Arthur D. Little International province port of Dammam. On the cars were retired from of Cambridge, Mass. and Sofre-

Some 50 American, European preparing to bid for the five or more feasibility studies the gov-

On the Arabian Express

shuttles between main cities, pas-

sengers must pick up their board-

ing cards the night before on a

first-come, first-served basis. Busi-

The Saudis are reportedly considering the introduction of a

high-speed express similar to the famed Japanese Bullet train, and Asian consulting firms are which would require elevated track beds and fencing to protect the trains from wandering camels famed old stainless-steel cars of and Mecca via Taif, and later to erument is expected to award in and wind-blown sand.

time. Since then he has relied on

a twin-engined plane provided by

the U.S. Defense Department for

his trips in the kingdom and in

These days, Saudia is concen-

trating on improvements to

smooth out the service. A com-

puterized reservation service is

being introduced to cope with the

over-booking problem. New air-

port facilities usually present an

ordered picture of calm m con-

trast to the frenzied, shouting

Saudia airline attracts some im-

pressive talent. While it gets technical and business assistance

from TWA, it employs Saudi citi-

zens in well over half its posi-tions. Staff must be trebled in

five years, but the unusually good

screening program applied to ap-

plicants has improved the calibre

Sandia operations are faced with all the problems special to

life in this country. For instance,

temperature changes are so ex-

treme that airports must be air-

conditioned and then heated on

the same day. Freight planning

is difficult because all freight

travels in one direction-in-with

no balancing outbound cargo flow.

Saudia's normal traffic volume is

distorted three times a year by

the mass movements of the 60,000

teachers from other Arab coun-

tries recruited to teach in Saudi

schools, with the mountains of

baggage containing the rewards

of their labors. Chartered airlines

are usually used to handle such

seasonal loads, as they are for

Saudia makes a special effort

over Hajj because—despite its routes to the United States, Eu-

rope, and Japan—Saudia retains an Islamic dimension, apparent

both in its route policy and in the

ban on alcohol in the plane, and

pilgrim traffic.

chaos of two years ago.

the region

ing of World War I. This proposal. which has been dusted off after being shelved in the wake of the 1967 Middle East war, would connect the western province with Amman and Damascus and link the kingdom with the railways of Europe. Sources here are skeptical about

tion is also weighing the possibil-

ity of reconstructing the celebrat-

ed Hejaz railway, destroyed by

T.E. Lawrence and his bedouin

rebels in the unti-Turkish upris-

the reconstruction of the Hejaz line, but they admit that a freight line linking Saudi Arabia with the northern Arab world would

The country's seaports are also undergoing dramatic expansion. Gulf and Red Sea ports are to receive an additional 54 piers by 1980 under the current development plan-20 of them slated for the kingdom's principal port at Jeddah.

With the help of petrodollars and imaginative planning, the government was able to eradicate the crippling congestion in the kingdom's seaports in 1977. Waiting times of two to three months were reduced to one or two days by hiring additional dock workers, providing container and roll-on/roll-off (ro-ro) facilities, and unloading vessels via barges, lighters and even heli-

### Port Facilities

Experts here concur that the elimination of port congestion was one of last year's most important domestic developments. Even more important than new facilities, though, was the skillful role played by management; a policy of auctioning off goods left on the quayside accelerated deliveries; also, regulations were set un limiting access to ships with modern freight-handling gear, and the old scows were retired.

The Saudi Ports Authority recently proclaimed its success in smashing the bottlenecks with advertisements recording that in one week Saudi ports handled 182,584 tons of goods, including 35,-018 tons of cement, 29,009 tons of construction material 3.994 tons of timber, 10,090 tons of steel, 48,768 tons of general cargo, over 32,000 tons of foods, and 54,335 head of livestock.

### Saudia Flies to Settlements Not Yet Opened by Paved Road

its Boeings to settlements in this kingdom that are not yet accessible by paved road.

Subsidized air fares are so low that it costs only about \$15 to fly 200 miles from Jeddah to the holy city of Medine. The ea journey costs twice as much by

Civil aviation is part of the super-technology which, Sandi planners hope, can help this country vault over the normally painfully slow stages of development. Airport capacity is expanding all over this country: the airline is buying and leasing planes faster than any other company in the world; and imtrol which will include facilities for fully automated landings in zero-visibility conditions, even eandstorms, will eventually put Saudi sirports in the world's top category

Success is bringing its own problems. Passenger traffic is expanding geometrically, "Our plan three years ago forecast that Rivach airport would handle 750,000 passengers by 1977: in fact, the figure turned out to be 2.5 million passengers there last year," says Civil Aviation Authority Director Abdullah Mahdi.

To cope with this human chume, Sauci Arabia is epending \$12 billion in five years, both for temporary expansion programs at airports in the major cities of Jeddeh, Riyadh, and Dhahran, and on construction of vast new emports to serve the same centers. For instance, the old Jeddah airport, designed in the DC-3 era, is being revemped while construction proceeds simultaneously on the new \$3.5-billion airport, which will be as big as Manhattan island. Billed as the largest airport in

TEDDAH (IHT).—Saudi Arabia's the world, and scheduled to re-national airline, Saudia, sends ceive its first passengers in 1980, it will cope with the hordes of foreign businessmen who arrive daily in the kingdom's commercial capital, plus an anticipated one million Muslim palgrims a year in the special Hajj terminal. It will have its own desalination plant to supply fresh water and its own part to facilitate freight

Similarly elaborate familities are planned in the new airport under nstruction in Riyadh and at the giant new facility planned for the 1980s in the eastern province between Dhahran and Jubail-These three points will give the kingdom a modern transportation

Meanwhile under supervision of the Civil Aviation Authority, small sirports are being improved or constructed at 18 small localities dotted around the country -plus another dozen military airfields.

In all these programs, people are only half the story: air cargo has become a major factor in this country's scremble for fast development. Over a period of five years, Saudia's freight jumped by one third a year. "Even automobiles were coming by air during the peak of port congestion," a planner recalls. Automated freight terminals are prominent in all the airport plans, But the exute squeeze is on

people trying to get into Saudia's green-painted airplanes. In the first half of 1977, Saudia sarried two million passe

50 per cept more than in the same period in the previous year. To handle the stampede, Saudia has expanded its fleet to more than 50 aircraft, the largest in the Middle East-mostly Boeings but including seven Lockheed Tri-Stars and even timy Cessnas. Saudia's orders for aircraft are among the biggest purchases in aviation history, and they keep coming.

The passenger crush has meant problems for the airline's ground services. Passenger-handling is improving noticeably, but flights

nessmen on expense accounts try to fly first-class so that they can book in advance and so that, if a dignitary is given a seat at the last minute, the booked passenger gets humped to economy class, while an economy-class passenger is bumped off the flight. Even this technique is not foolproof: U.S. Ambassador John West was bumped off a first-class Saudia flight on his return to Jeddah after presenting his credentials in Riyadh. In the end another diplomat ceded his place

### U.S. Engineers Handling a Long List of Jobs

By Tom Marinelli

RIYADH (IRT).—The U.S. Army Corps of Engineers supervises a range of projects Saudi Arabia estimated to cost \$16 billion.

"The corps's involvement is a tangible sign of our concern toward this country," an American diplomat says. Although they are limited to management, the corps's performance has impressed their Saudi clients, who cannot seem to get enough of their services.

The corps is handling a long list of jobs including a \$3-billionplus new King Khaled military city at al-Batin near the Kuwait border, the \$400-million King Abdul Aziz Military Academy outside Riyadh, the \$200-million new National Guard headquarters in Rivadh, two new naval bases at Jubail and Jeddah, each cost-

Royal Saudi Navy headquarters in Riyadh and the military bases in Tabuk and Khamis Mushayt. Technically speaking, the construction is military-related, but since the corps faces the usual dearth of existing facilities in Saudi Arabia, the work covers hospitals, housing, swimming pools, data-processing centers and

### Expansion

The corps has a contingent of 800 in Saudi Arabia-75 officers and men (mostly pilots) and 750 civilians supervising \$8 billion worth of contracts already under way. Another 200 men work fulltime in the United States on the same projects. Paid for by the Saudis, the corps provides engineering and construction-manement services.

The corps of engineers just

sion, its only remaining overseas headquarters, from Italy to Rivadh in preparation for the big expansion in work foreseen under the new Engineer Assistance Agreement to be signed in mid-1978. The corps's involvement here

has its roots in the 1950s when it built an American-funded military airfield in Dhahran. In the late 1960s, it undertook its first Saudi-funded project—a \$43-million radio and television system in Rivadh. As a result, the corps gained the confidence of the royal family, it is said here.

The Saudis realize the corps knows how to get things done, particularly in an environment like Saudi Arabia, where everything has to be done from scratch. When a flash flood knocked out the water system of Jeddah two working again in two weeks.

three major areas; the Enginee Assistance Agreement, the Saudi Naval Expansion Program (SNEP) and the Saudi Arabian National Guard (SANG) program. Under these three programs the Saudis are buying everything from roads and housing to computers and a complete small navy of 25 vessels.

About 30 per cent of the contracts let and supervised by the corps go to American firms-a drop from 55 per cent two years ago, South Koreans are next, and British, Italian, West German and Saudi firms have also won

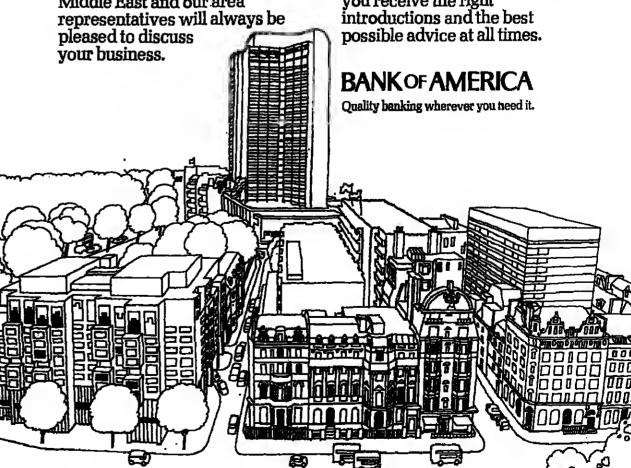
An explanation for the corps's popularity here is that the vast Saudi plans have soaked up all the available private industry project managers. So the corps -whose technical personnel is government's S.O.S. and got it just as good—is a very welcome reinforcement.

# even in passenger luggage. -J. F. Here in London you're closer than you think to the Middle East

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APICORP is an inter-Arab, joint-stock Corporation established at the end of 1975 by Member States of the Organisation of Arab Petroleum Exporting Countries (OAPEC).

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#### **Arab Pipeline Company** (SUMED) - Egypt

Management and participation in the first international financing of a jointly owned Arab project.

### Compagnie Nationale Algérienne de Navigation (CNAN)

Management and participation in public issues and syndicated loans to finance ship-building projects for transporting gas liquids and crude and petroleum products.

### Jordan Refinery

Management and participation in a loan to finance the third expansion of the refinery.

#### S.A. Marocaine de l'Industrie Du Raffinage (SAMIR) - Morocco

Management and participation in public issues to finance the new refinery at Mohamadia.

#### **QGPCO, QAFCO, QAPCO,** QASCO-Qatar

Management and participation in loans to financa a natural gas recovery, gathering and liquefaction complex, fertilizer extension and petrochemical complex.

### **Entreprise Sonatrach Algeria**

Management and participation in a loan for the extraction, gathering and liquefaction of natural gas (LNG).

Recently, participation in the equity and financing of the Bahrain natural gas liquids project and the Arab Petroleum Services Company's drilling and maintenance project in Libya has been approved, and the two projects are now in the implementation stage.

In hand are studies and discussions in Egypt, Syria and Tunisia for gas, refining and petrochemical projects. Furthermore, the Corporation is studying the feasibility of financing pan-Arab detergent, catalyst and carbon black/petroleum coke projects.

## ARAB PETROLEUM

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### Saudi Students **Prepare For Technological** Independence



A young Saudi from the General Directorate of Meteorology receives instruction in communications techniques. He is just one of many Saudi Arabian students already benefiting from his government's far-sighted policy of giving high priority to technical

One of the published weil known aims of the Sandi Arablan government's five year plan (1976-1990) is to double the numof students receiving free education. In addition facilities for college students, now numbering soms 14,500, will be increased to cater for nearly 50,000 under-taking higher education. As has been the case for at least twenty years, any etudeot winning a scholarship to an overseas uni-versity has all expenses paid.

The ultimate objective of the govsrnment's snlightened approach to education can be seen as a desire to provide, from within Sandi Arabia, adequate technical manpower resources for the country's continued

By its very oature, however. the education programme is recognised as a long term stratesy. In the meantime to speed the technology transfer to Saudi nationals, a number of government administrations bave already organised the provision of epecially devised technical courses covering the range of subjects and specialised skills oeeded withto particular departments. Very ofteo these training programmes are managed in conjunction with those overseas companies already under contract to give the temporary assistance needed for the devslopment of essential technical

Typical of this sort of technical development programms is one being masterminded by the Saudi Arabian Directorate of Meteorology. In England 230 young Saudis have already completed a full year of intensive language training as a preiminary szercise prior to their starting technical training.

In October 1977, by coo tractual arrangement with International Aeradio Limited (TAL), the U.K. based aviation technical services and communications Group, ths students moved oo to study Electronics. Radar and Communications Engineering at Bailbrook House, IAL's private

training College in the West of England. During the running period of IAL's present five year technical services contract with the Met. Directorate, the students about to commence training at Bail-brook House will qualify as engineers and technicisns. The Directorate's long term technical systems development plans are therefore backed by a fully programmed training scheme The scheme will ensure that in the oot too distant future qualified Saudi nationals will be tain the advanced technical systems at present being imple-

是是我们的一个人,不是是一个人,也是一个人,他们也不是一个人,他们也没有一个人。 第一个人,我们就是一个人,我们就是一个人,我们就是一个人,我们就是一个人,我们就是一个人,我们就是一个人,我们就是一个人,我们就是一个人,我们就是一个人,我们就



### Young Bedouin Leave the Desert-With Few Regrets

By Mary Jo McConahay

RIVADH (IET).—The life of the nomadic bedouin tribes, unchanged for millennia until the discovery of oil about 40 years ago, will disappear in Saudi Arabia within the next generation.

This is the prediction made by government experts and by bedn themselves, many of whom have aiready moved to the towns. The economic basis for bedu life disappeared a generation ago when motor vehicles began to crisscross the desert expanses, supplanting the camels reared by the bedn and ending the caravaus which paid protection money to the tribes.

Where once they were the vast majority of the Arabian peninsula's population and undisputed lords of its desert territory, these sheep and cattle herders today account for only about one inhabitant in four. And this number is dwindling fast.

The spring census is taken as helicopters whiri over the camps of black tents. But even those whose heads are counted are probably not true year-round nomads: they may spend more months each year in towns and cities than in the desert.

Cosmopolitan Saudis like to talk about the stamp their desert ancestry has left on today's Sandi culture traditions of elaborate hospitality, allegiance to tribe or extended family and a flerce fighting spirit.

But young nomads, whose education has put them in positions of sedentary comfort and power, are often critical of their former

"I know the life of the bedouin. end it's not romantic," says a high official in the Ministry Planning who spent his first 19 years as a wandering bedown.

"I'm not sitting here behind a desk thinking how wonderful it is on the desert in the spring when the sheep jump around. Instead, I remember when we had to subsist on dates because the wood was wet and we couldn't build a fire, or I remember taking the tent down and traveling 30 miles on a camel in freezing temperatures. I'd rather be just where I am," he says,

Not Too Soon

The central government in Risubjects settled down and considers if it were the next gen-

eration it would not be too soon. If hundreds of thousands of the nomads were trained and absorbed into the national work force, the country could slash its uncomfortably high rate of imported mannower.

Political control is more easily administered over a sedentary population than a wandering one. The problems of providing health and education facilities around the desert are enormous, both in terms of expenditure and the critical shortege of medics and

Various plans have been implemented in order to hurry the process of settlement—not always with expected results. The King Faisel Settlement Project, for instance, was set up in the 1960s to entice nomads to a life of agriculture at Harradh, an ossis at the edge of the Empty Quarter. The head of that embitions experiment says it falled to create sedentary farmers, but imndreds of bedu were eventually trained in an occupation they preferred—as heavy equipment operators. Today Harradh has become a mechanized dairy farm which no longer tries to settle

Many make the transition

like someone who is really thirsty and has found the water says a government training expert who has worked with bedu for the last decade.

It would almost seem that the government need do nothing to enforce settlement: regular cash wages, the opportunity for education, and the techniques and trinkets of technology are succeeding quite handily in luring

the bedn from their traditional

Providing Labor

Boys and young men, whose fishers may here taken their first short-term jobs with oil explorers, now provide labor for the meesive construction industry created by oil wealth.

Bedu are also active in the transportation sector, where they man the fleets of service and special taxis and they drive the growing number of Mercedes trucks loaded with machinery and imported food.

A principal occupation is the military, especially the National Great whose active and reserve units are made up almost entirely

mental labor and factory work. Another factor in the disapexample of nomed life is the desire to take advantage of the scoelerated program for wide-spread education. In addition, the

government pays the bedu for sending their children to school The payment is both an inducement to settle and compensation for the loss of a "family worker."

Life on the Sand

tronically, life on the sand has never been better; new gifts and technology are easing the fading days of the ancient ways. Water trucks, pick-ups for trans-porting people and animals, asphalt reads, canced foods, small gas stoves and sewing machines join the hebitual attractions of fresh air and free movement to make many bedu rejuctant to give up desert life entirely. The old say they would rather spend their days in a tent on the open desert than sit inside a concreteblock house or even a tin-roofed shack, often the most likely housing when they first move

Becks wives with children find

to the city, and worse: in bown they are confined to a house with four walls, cut off from the society of female relatives. Many come to realize that their families occupy the bottom rung on a socioeconomic ladder they did not previously know existed. Wives who cannot "adjust" are divorced or simply are returned

to their families in the desert. The Ministries of Health, Education, Agriculture and Social Affairs each have programs adapted to the special situation of the bedouin, but a unit of the Ministry of Interior which had been planted to coordinate all aspects of a bedouin development policy and programs has not yet been

Homogenous Society

One official publication candidly admits that "the pare of change in the rest of the kingdom has recently been so fast that the economic and social gap between the bedouin and the remainder of the population is widening." The same publication puts the net decrease in the dic population at 2 per

industrialized society in San-Arabia is smothering what ieft of the bedouin life-style,

Even those who are not a eager to join the modern work see that the process is irreversible Bedu who think of themsels less as Saudis than as member of the Beni Hagir or Al-Kossa or some other tribe are agonize to find that the restrictions national borders also apply nomads and that they are longer free to wander at will

The time transition may complicated by another ne phenomenon in the history the bedu: the generation gap.

"I like to ride into the desert my Range Rover, but I won never go back to living in tent." says an ex-nomad who politically and financially su cessful. Seated beside his Ame ican wife in their home in t eastern province, he continue "My father can afford an apar ment on Park Avenue, but he out there oow wandering arou with his camels, somewhere ne Iraq. I think. I have to adn he likes it there. No. I don

### Solving the Problems of a Huge Religious Gathering

By G. H. Jansen

TEDDAH (IHT) .- The Hajl, or pilgrimage to Mecca, is one of the most remarkable religious getherings in the world today, both in terms of the number of its pilgrims and in the diversity of their nationalities.

A larger number of Handus, two million or more, may bethe in the waters of the Ganges, but they are all Indiana. The million and a haif Haitis in an annual pilgrimage, however, are drawn from nearly 80 countries and speak at least twice that many tongues and dislects.

Islam is a comparatively young religion and it is still growing. Their number has increased six-fold in the past 20 years and has more than doubled in the last eight. With an annual world increment of over 12 million Muslims, the potential expansion in pilgrim traffic is enormous. In 1974, some of the Halj was televised in Muslim countries for

impact was considerable.

The logistical problems of the Hajj are enormous. In six days.

this mass of humanity has to be moved 26 miles, have Mecca to Mina to Arafat and back. In addition, 360 days of the year Mina and Arafat are deserted there are 30-odd houses at Mina; a sandy plain and rocky outcrops and nothing more at Arafat. So two vast tent cities have to be established and provided with all the necessary services and amenities of a city for

All Year Round

just that limited period.

Only the efficient organization set up by the Baudi government ensures that this concentrated mass movement goes smoothly. The Ministry of Pilgrimage Affairs and Religious Endown which works all year round to prepare for a month of intense activity, has a hudget of \$200 million. Besides preparing roads

free world's construction activity.

Jubail Ports.

the first time, and the emotional and traffic control, transit centers and "Pilgrim Cities," it also prepares guides of different nationalities who use such modern devices as closed-circuit TV, welkie-talkies and helicopters to facilitate the flow of the pilgrims.

> In the three weeks prior to the actual pilgrimage, 120 flights a day, mostly charters, land at Jed-dah airport, the "Islamic Port." A special Hajj terminal at the giant new Jeddah airport—more like a village than a transit lounge—is projected to handle one millions Hajjis by 1985. Two sprons will be able to hold un to 10 jumbo jets at one time, and 50,000 pilgrims a day will pass through the fully-entomated facil-ity to waiting buses. A special company with a flect of 2,000 buses is being set up to handle

pilgrim transport. Hajis are then driven on one two new highways to Mecca, to begin the actual pilgrimage. Something like 70,000 vehicles

Between the Red Sea and the

Arabian Gulf an ancient race of

people are changing the face of

their nation, virtually overnight.

Today, the Kingdom of Saudi Arabia is the site of one fourth of the

An essential element in the Saudi Arabian development plan is the construction of commercial ports. These ports are being designed, constructed and operated under the supervision of the

Saudi Ports Authority. Making e significant contribution in this regard is Archirodon Construction (Overseas) Co. S.A., the major

contractor in the construction of the Jeddah, Dammam and

Jeddah Port is one of the major projects of the Kingdom's long term economic program. It has traditionally been the primary commercial port of the Kingdom and the closest to the Holy plantages content of Mason. The Bort has been to meet the

Pilgrimage center of Mecca. The Port has had to meet the

phenomenally growing import needs for the development of the

Kingdom and millions of pilgrims each year.

the Hajj, but there are no traffic tams because a new complex of eight roads, plus a pedestrian road, have been constructed.

The nature of the Hajjis themseives enormously complicates an already vast logistic problem. Almost all of them are simple folk-farmers and small artisans, almost all of whom are illiterate and may speak only obscure dialects. Most of them have never before left their natal villages or districts. Each pilgrim must be in the

charge of a mutawwif, or Hajj guide, who assumes responsibility for the transport and welfare, material and spiritual, of the Haili from doorstep-to-doorstep, a "packet" pilgrimage. It is the mutamwifeen who shepherd groups of pligrims, sometimes roped together, through the terrifying, surging mass

There are 30 firms of mutauwifeen, and in some countries their fees are paid on the install-

But even the most efficie mutawwif system would not we as smoothly as it does were not for the infrastructure provi ed by the Saudis.

The Saudis are particula proud that the Hajj is no lon. the worldwide health hazard was even a generation ago, that to the provision of a good wa supply, garbage disposal a canitary facilities, hospitals, qu antine camps and mass disinf tion. This health service is a particularly grave challe this last Hajj when cholers near-epidemic form appeared Syria, Jordan and Turkey before the otigrims left or cro through these countries. A g eration ago the disease

have ravaged the Haljis. 7

year, thanks to stringent contr it had no effect. Since to

while on the pilgrimage is

posed to be meritorious it

with some regret that one pilg-

said, "They have now made

difficult to die on the Hajj." Since 1975, work valued at one billion Seudi Riyals has bee completed on the port. Todey, Jeddah Port is satisfactorily meeting the Saudi Port Authority's requirements with minimur waiting time for the unloading vessels. Presently, the Saudi Port Authority has Initiated plans for ne

Dillion Saudi Kivais

The Port of Dammam is another key component in the Saur Arabian economic program due to its strategic location on the Arabian Gulf coast, which serves the oil rich and rapidly devek

volve the construction of twenty new deep-water bert. s, admin strative buildings, warehouses etc., it is scheduled for comple

tion in 1981, end will practically double the port's capacity.

ping Eastern Province. From 1969 until the present day, deep and shallow-weter bertiing facilities, warehouses, administrative buildings, small cratharbours, and other port facilities have been constructed with value in excess of one billion Saudi Riyais. Today Demmam is fully equipped modern port where waiting time for unloading vessels has been reduced from three months to two days.

The expansion of Dammam Port continues today with the con struction of the West Port which is valued at 3.4 billion Saud JUBAIL

An excellent illustration of the dynamic growth experienced by Saudi Arabie is the Port of Jubail. The once small fishing harbou has been transformed in two years into a large commerciel port serving the needs of the massive industrial and petrochemica development program underway there.

The transformation began in 1975, with the construction of t break-water, four berths, e building complex, roads and other port facilities. This project valued at 550 million Saudi Riyals was completed in December 1977. Today the second phase of the project is being implemented with its final goal, an ultra-moder

Today, throughout the Middle East the name Apphirodon Construction (Overseas) Co. S.A., is synonymous with consistent quality, reliability and superior standards of performance. At the ports of Jeddah, Dammam and Juball Archirodon has combined its resources of highly specialised technical equipment and a wealth of expertly trained professional personnel to make the dreams and ideas of men a reality other miracle of Saudi Arabia.

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### The Muslim Religion Is Not Just Faith, But a Way of Life

PECCA (IHT),—Islam's imporsater than that of any religion any other state in modern

**'ets** 

The religious tenets of Islam the letter of the law: The wan is the nation's constitun and the Saudi legal system sts primarily on sharie, traal Muslim law. Islam is bound up with the past Saudi Arabia: The modern na-

m-state arose from a religious. yement, Wahhabism, which itif was a puritanical revival of eistic Muslim faith n here a millennium earlier. At present Islam conditions by life here because the Musa religion, especially Wahhab-& also a way of life.

islam will shape the future of - kingdom because it is perceivby the leadership as an ideolsocially in an era of acute ess and secure the region from guptive foreign influences.

#### Classic Pattern

The Saudi saga began in a saic pattern for Middle Eastn societies—an association be-een a desert tribal chieftain d a charismatic religious figure with the 18th-century alliance tween the Saud dynasty and e Islamic reformer, Muhamad Ibn Abdul-Wahhab. Repelled by the laxity and cadence in Islam of the era, e Wahhabi approach, as it is plained today in Saudi publica-

ns, stresped a return to the city of the Prophet's way and essage: literal obedience to polim law, a war against innotion, avoidance of superstitious ... alatry of saints, acceptance of -solute predetermination. It emasized the prohibition of wine, - oking and the placing of mbstones over the dead. .I'he movement at that time

receded in uniting the penmla. Then, early in this cen-ry, Abdul Aziz Al-Saud and his islim brethren remited the .... bes in a new holy war, which ablished the present boundas of the kingdom.

\_ Wahhabism continued to hold ay in this country, which alet alone of Arab lands was ver colonized. After oil was covered in the 1930s, many ma (religious teachers) opposmodern technology as a vioion of Wahhab's injunction Islam will shape the future of the kingdom because it is perceived by the

leadership as an ideology that can preserve this country socially in an era of acute

stress and secure the region from disruptive foreign influences.

against innovation. Sandi rulers, however, argued that "worldly" inventions telephone, coffee, automobiles, television, girls' edu-cation—had no bearing on religion and thus were permissible.

Friday Sermons

Nonetheless, religious practice and opinion has remained strong, especially in Rivadh, in smaller,

localities and of course, here cation media: Koranic readings among the holy sites an area ible only to Muslims, Publie frivolity is frowned on thronghout the kingdom; Friday nous propagate conservative views; and Koranic punishments. including amputation and beheading, are carried out smid the same publicity accorded criminal sanctions in the West. Plety deminates all the mass communi-

occupy much TV broadcast time. the kingdom gospei-type radio statica. An active reminder of the puritanical Saudi ways is the Comfor Public Morality, known in Arabic literally as the Committee for Encouragement of Virtue and Discouragement of Vice. Its members are older men

recognizable by their loosely-

worn headcioths, which they don without the usual coiled cords, wielding cane-like sticks to enforce Muslim practice in public places: they pound moistly on thop shutters to ensure closure during the five daily prayers, or prevent smoking during Ramadan (the month of fasting) or shame women immodestly dressed. A feature of urban life here since

### The Hajj, a Personal Pilgrimage for Millions

(Continued from Page 11.) to perform the Hajj. They were scientists, journeying from poverty and prosperity, from villages deep in jungles and at the edge of erts and from high-rise office blocks in bustling cities, everyone dolfing their hebitual baggy transers or Cardin suits to den the simplest attire man has de-

We hurried along the narrow defile through brown and barren hills to Mina chanting the pilgrimage refrain, "Here I am, O God, at Thy command. Here I

Six miles east of Mecca is the village of Mina to a valley shaped like the base of a fan which opens into the Plain of Arafet. It is a village imbabited for only five days a year, when it is submerged in the filood of pligrims. The Prophet Muhammad resided at Mice during his farewell pilgramege. According to tradition. Mina is the place where Abraham was tempted to defy God's com-

Today Mina has a few dozen permanent buildings—a mosque, administrative blocks, a modern bakery, water towers and several streets of three or four-storeyed pastel-painted khans where pilgums stay.

Throughout the day pilgrims arrived on foot, by bus and car and pick-up truck, to estile in and prepare themselves spiriin their individual ways for the following day of meditation and prayer on the Plain of

#### Plain of Arafat

Early the next morning we flowed en masse to Arafat, a journey of seven miles along renal broad highways, Sailing along on the roof of our little bus I can the Plain from afer. like a great open hand ready to receive us. Cupped in the palm of that hand was the last whitetented city into which we were to cettle for the day. There, to one side was the Mount of Mercy, the rocky outcrop from which the Prophet preached his last

As I began my ascent of the Mount, aiready closely covered with pligning, a tall African generously tipped the shade of bis green silk umbrella over me, receiling to mind the Prophet's

words: "All Muslims in this world form one race of brothers." This, I reclized then, is the secuhar message of the pilgrimage,

The spiritual journey traveled by each pilgrim is into himself. It is similar to a Christian retreat, involving stock-taking and renunciation of wrongdoing, Each pilgrim presents himself to God assessment and pardon. It is a lonely journey, in the midst

> The spiritual culmination, but not the close, of the Hajj comes the pilgrims feel the burden of their transgressions lifted from their shoulders. This occurs the time of the moon prayer Aradat. This spiritual liberation visibly transforms the congregation and the atmosphere changes from grave devotion to light-hearted screnity,

#### Feast of Sacrifice

Just after samset the multitude goes back halfway to Mina to the desolate bely wilderness of Muzdalifa, where the pilgrims worship in small groups and sleep beneath the stars. In the morning, the third day, they return to Mine to celebrate the Peast of Secrifice, the most

sacred festival of the Muslim

These ceremonies commemo rate man's search for a faith. They go back to the time of the desent patriarchs and the first starrings of monotheism, when Abraham was commanded to saudiffice his son, as a proof of obedience to God. The anthem of the pilgrimege, "Labbayk, Al-lehumma, Labbayk!"—"Here I am, O God, et Thy command, Here I am!" is drawn from the very words of Abraham, the father of the beitef in One God, which is the basis of Islam.

In commemoration of Abraham's willingness to obey God's command, and of God's gift to Abraham of a ram to sacrifice in his son's place, the pligrims on the Feast of Sacrifice buy a sheep or goat or even a share in an animal, for sacrifice, consuming a part and giving the rest to

Vicariously sharing in the events at Mine, Muslims throughout the world also celebrate with feasiling, alone-giving and gifts.
For the pilgrimage is the wellspring of Islam, affirming the tenity of God, the submission of the individual to God and the brotherhood of all Muslims

wayeen appear gradually to be losing importance and dying out

as an institution. While some Saudis are pious only in public, many others are genuinely fervent. "We Saudis, by sticking to the right path, have had the bounty of cil," says a 28-year-off of company em-"When Egypt's Muslims allied themselves with Soviet non-believers, they were humilisted; then, when they returned to Islam, they won an astound ing victory in 1973."

izing similar King Khaled recently urged his subjects to show "gratitude for the vast favors bestowed on us by Allah for observing the Holy Koran's teachings".

#### Pillar

Islam is also a pillar of Saudi policy towards the whole world. The Saudis as keepers of the holy places, pursue a role as the leaders of a 20th-century Muslim resurgence. As the Saudis see it. an Islamic revival must be based on religion and a shared wealth, not on conque

The World Islamic League. which has its office here, gets Saudi support for its "people-to-people" operations promoting uslim teachings in 126 countries The Islamic Conference, founded by the late King Faisal, moved its headquarters here from Cairc (where the famed Al-Ashar mosque used to be the intellectual center of Islam). It commands a sizable budget, deals with 38 governments, and oversees the work of the Islamic Development Bank the Islamic Solidarity Fund, the new Islamic News Agency and a program to build Islamic-minded universities. The bank, with a \$1billion capital, makes interestfree loans and shares the profit instead of charging interest, which is forbidden in Islam.

The Islamic Conference continues to gain prominence. Originally set up in Egypt, where its first secretary-general was then-Col. Anwar Sadat, the conference was broadened with Saudi support in 1972 when the first Islamic summit was held in Momore. There the Saudis emerged as the leading power and financial backers in Islam's resurge -a role enshrined even in the second Pive-Year Development vance toward social and economic goals while maintaining the religious and moral values of Islam."

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# Rule by Consensus Is the Key To Lead Country Into the 1980s

seriously by OPEC members. Increasing the income for develcomental purposes seemed a matter of ungency. Now that the United States, the world's largest consumer of crude oil and its products, has been recognized as an "energy junkte," a more sophisticated orchestration of production and price seems possible for Saudi

The U.S. planners who produced the second Five Year Plan, the Petrodollar Plan," have been likened to architects who have produced a design for Versailles, while all the client wanted was a ranch-style home with a swim-

Since its inception, the Saudis have been engaged in cutting back and reordering priorities. As recently as 1976. Pittsburghs on the Gulf and the Red Sea were a part of the Gaudi future-with no particular concern for worldscale supply and demand estimates for steel, shuninum and petrochemical products in the 1980s. But a quiet scaling-down has taken place. A steel mill at production capacity of 5 million tons has been out back to a tex-

Dr. Ghazi Abder-Rahman Al-Gosalbi, the gifted and energetic minister of industry and power, does not want to be described by historians of modern Arabia as the founder of a number of industrial ghost towns. The province has been a salutary les-

Safco's problems produced more than a lively concern for demand projections in all areas of production. The cost of feedstocks, assumed to be so inconsiderable as not to warrant consideration, was

Not so long ago the feedstock of Saudi industrial expansion was little more than a visual experience. When airlines reduced the discomfort and hazards of heatgenerated air turbulence by scheduling most Dhahran arrivals at night, newcomers were awed by a vista which Dante could

ferno." On all sides were flares "associated" gas which surfaced during crude oil productionsending billions of energy units into the atmosphere.

#### A Reminder Safco's problems served as a

reminder that Kuwait was the textbook case on unregulated industrial expansion and expenditure. The Kuwait experience is more of a cautionary tale in Riyadh today than it was when the Kuwaiti bubble burst, long before "petrodollar" was added to ss vocabulary. The development program was also based upon heavy infusions of expatriate—largely Palestinian—talent, whose politicization of young Kuwaitis and other forms of activism have added an unwanted political expression at the university, in the media and elsewhere.

Similar problems have been brewing closer to the major oil installations of Dhahran, Ran Tanura and Abqaiq. Expatriate influences in Rahrain have added to indigenous elements of destabili tion, some of them rooted in age-old Sunni-Shi'a Muslim differences, others resulting, in the Saudi view, from the relatively liberal, free and easy atmosphere which has made Rehrain an island oasis for Westerners.

Of most concern is a trade union movement, the influence of which has led, again in the Saudi view, to a certain amount of unrest in Aramco installations and

For such reasons, many fear that the growth of Saudi economic power will move hand-inhand with rigorous enforcement of an austere religious and moral

#### Economic Strategy

In deciding upon the level of oil production, in recommending the degree and the emphasis of industrial development and thus determining the extent to which Saudi Arabia will go into international investment and portfolio

protracted Middle Eastern conflict cannot be quantified. Defense systems can be ourchased contingency funds set aside, but the potential for massive economic and political distocation must not

Therefore, some Saudi economic strategists ere counting on future oil and gas development in Mexico. the North Sea-anywhere to lengthen the period of reduced production and higher energy prices for Saudi Arabia. They also count on OPEC conseration (and that of such potential non-OPEC "mejors" as Mexico and Canada) to avoid extensive periods of oil glut.

These factors will facilitate more measured investment and sured development the building of a complete, modern net-work of ports, highways, railroads and electronic communication on which capital works projects can depend

Measured investment is as much a key to the Saudi future as measured development. Both are predicated on the assumption that even at \$35 per barrel Saudi Arabian light crude oil would be far cheaper than "downstreem" products manufactured from it. If less economically vulnerable "downstream" activity is con-centrated within Saudi Arabia... which would also reduce domes-

tic inflation more billions of Saudi Arabian riva's could be invested in the West. Then, as oil reserves decline in say, 30 to 50 years (depending upon developments in secondary recovery and naw discoveries), offshore inv ment funds would be available for repatriation for a further pe-

riod of non-oil development. This view of the future has much more appeal in Riyadh them the one which envisions Saudi Arabia as the banker for regional economic development

### 'Run the Console'

Nonetheless, if the Saudis are to insure their own destiny they must, in the words of a member of the Saudi-U.S. Joint Commison Economic Cooperation, management, Saudi planners are learn to "run the console," A cap-

way make the same of the

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ital-intensiva economy is not a fluence, OPEC) should not be threat to the stability of a sparsely populated country. It is preferable to labor-intensive enterprises, if the labor is expatriate. But a capital-intensive economy is equally vulnerable so long as foreigners sit at the corrole.

The cadres of Saudi economists, public administrators and petroleum engineers increase with each graduating class Even so, the capacity for long-range planning for looking across the whole spectrum of government and private-sector activities before reaching policy decisions, is in short supply. In some ways, the account Five-Year Plan has become a forum in which ministries compete for position end for larger percentages of the plan's funds as priorities shift.

At one level of dispute ere the priorities and goals of the second Five Year Plan. While this obviously involves the royal princes in the ministries, it is more directly a concern of the technocrats. The higher level of dispute is over crude oil price and production strategies.

Consequently there is wide-spread opposition to Crown Prince Fand's policy (implemented after the OPEC meeting at Doha in December, 1976) of maintaining a high off-production level while calling for restraint on price increases. This is assalled in some quarters as Crown Prince Fahd's "\$800-million gift to oil companies and consumers." The more simplistic opposition. which has supporters within the powerful Sudetry inner circle, regards Fahd's policy as purely political—to purchase U.S. support in the Arab-Israeli dispute. On this basis they dismiss the

#### as 5 million barrels per day (bpd) and a much higher price. Vulnerable Europe

policy as a failure and call for

drastic production cuts, to as low

Other factions see Crown Prince Fabd's policy as more than a custly pro-American ges-ture. While opposing a very high level of production, they share his concern that Saudi oil policy (and through Saudi in-

responsible for economic dislocation in the West especially in Europe, which is considered vulnerable to the advance of Communism, Indeed, it is because of what they regard as a growing Communist threat to some ISEC countries and the existence of radical activities closer at hand-in Iranian and Pakisteni Bakuchistan, in South Yemen and in the southern Red Sea area generally that this group favors obtaining more money for

less oil. The current Saudi recremination of development goals srises from more than a fear of potential damage to the fabric of its society through pressure-cooker industrialization. But is there a "Saudi society?" marck complained that he could find Hanoverians, Swebians or Bavarians but no Germans, the late King Faisal worried about the searcity of convinced Sauth in a community of Hejazis, Asiris and Hesswis

Nejd, the heartland of Arabia, was and remains a different proposition. It is the site of the founding of Sandi Arabia and the capital of the modern kingdom where Abdul Aziz Ibn Saud dramatically retrieved and reasserted power with his defeat of the Rashidis in 1902. Hence the Nejdis bave something akin to a proprietary attitude toward the kingdom, and it is bromic that on occasion King Faisal was criticized by his brothers for his "Hejaal" attitudes.

#### Heterogeneity

Hejaz, the province which con-tains two of Islam's most importent shrine cities, Mecca and Medina (tine third being Jerusa-lem) has through 13 centuries of phigrimage become one of the most racially heterogeneous re-

gions on earth. This heterogeneity is very much on the minds of Saudi elibes, who have clung to traditional methods and observances with a tenacity unequaled eisewhere in the Arab World. They want to keep inner Atable as a piace spart. Yet how is this possible if the second Five Year Pien results in the introduction of more than 500,000 foreigners into the kingdom by the early

At present, the emphasis is on security. Recruitment is aimed at groups who will not include ideclogy or political activism in their

Yet this is not enough. In the 1980s the regime will transform Hejaris and Asiais Into Saudi Ababiana by more effectively distributing the benefits of petrodollar wealth throughout the

There will be the reluctant but inevitable expansion of the Saudi work force through creating professional and skilled employment opportunities for women

Moreover, the law which limits vocational and technical education to Saudi citizens will be changed, as well as requirements for citizenship. It is not un-reasonable that the older generation of Saudi leaders, aware that their population barely exceeds five million, should resist giving too many opportunities to Yeme-ni and Hadhrami laborers (the combined population of the two Yemens far exceeds that of Saudi

nis? As one Saudi official sees "Then they will send for their families and we will be swamped." The time will come. however, when it will be possible, and useful, to make Saudi Arabians of them. And the hisWorld suggests that they will be no less loyal and devoted than, say, those distinguished servants of the Saudi ruling house, the Alirezas-one of whom is King Khaled's ambassador to the United States and whose roots are unquestionably Persian. At some point in the late 1980s, a prom-ment Saudi Arabian official maintains: 'Mine will cease to be a subcontracted country,

#### Expertise

The need for Western expertise will continue well into the 1980s, even if the second Five Year Plan is drastically modified and the third plen further alters priorities. Predictions that there will be 125,000 American heads of families resident in the king-dom in 1995 will depend as much on the U.S. Internal Revenue Service and the resolution of the Arab-Israell conflict as it does on the Saudi minister of plan-

But the Koreans will remain in force in the 1980s with their package deal approach to projects, from the manager to the

camp cook. The Pakistani work camps will proliferate because Pakistanis will continue to be willing to live in austerity and deprivation in order to return home to buy a plot of land, agricultural implements or education for their children

When the Yemen's and Sudanese return home and are replaced with electric dishwashers, diesel-powered street sweepers and cowave ovens, what will be the values and aspirations of the average Saudi Arab? Will the House of Saud reign over the first fully automated welfare

The future is unknowable, and perhaps the most that Sourti Arabia can ask for is an era of peace and security in which to work out its role in the world.

#### 'New Men'

Among the educated princes of the House of Saud-perhaps 300 out of some 2,000—there are futurists who, like many of the "new men" returning with advanced degrees from Western universities, look beyond an Arab-Israeli setlement to an era of comprehensive regional development along lines which would encourage political moderation and "stakein-scelety" attitudes. Such planning would include an all-out war on desertification It would invoive Israells with Arabs, Iranians and perhaps Pakistanis and Turks. For such long-range planners Iran is more of a special and complicated case than Israel.

a complication but an exception

Most Saudi "new men" consider Egypt as not having a place in regional development because of the ramshackle and seemingly hopeless condition of its economy. The new generation of systems analysis and administrators has kittle appreciation for Egyptian culture and history. To them, it is Bangladest on the Nile, and they support nothing more than the tuberculosis sanitarium policy of keeping the patient warm while hoping that the family makes the proper arrangements.
It is a policy fraught with danger for the region. But it would be even more dangerous if policies of measured development and investment are to be carried out with little more than lip-service to the concept of re-

a case in point.

Despite emphasis on Islamic solidarity and diplomatic politesse, the Saudi Arabian regime fears

gional development. The "special

Iran - its military power, the Shah's imperial hubris but most of all, the implications of Iran as a cue-bullet regima.

In the 1980s, Saudi attention

will be riveted upon the race be-

tween economic development and cil depletion in Iran. Il the second outdistances the first. Saudi Arabia will be forced to invest petroleum resources to the realization of Iranian goals. This version of Hobeon's choice is that a flow of Saudi oil castward across the Guil would be preferable to a flow of Iranian troops westward. However, if the Pahlavi dynasty is overturned, a radical successor regime (or regimes, for the Iranian empire has been divided before) would be another matter. The "special relationship" of the United States with both Tehran and Riyadh, a strategic non-starter which would tie U.S. hands if the Shah took the offensive, would operate in Saudi Arabia's favor

were he overthrown.

But access to the Indian Oct and to the West could remain problem for Saudi Arabian a The pipelines which will cross to peninsula from the Gulf to m Red Sea represent more than interest in decentralization ar diversification of economic a tivity: hence export refineries e the Red Sea, speculation on t feasibility of an oil pipels through the Sheikhdom of She igh in the United Arab Emirate with its deepwater ports on he the Gulf (Port Khalid) and ti Arabian Sea (Khor Fakkan) a a concern which is founded a more than hostility to Marxie

with the Aden regime. So it is that despite the liter of terms so dear to analysts the Saudi economy- oil glu 'excess capacity," bust" and all the rest-forei policy contains more pitfalls a threats for the Saud! Arabia the 1980s.

for purchasing improved relatio

### Merchant Family Names Are Household Words

(Continued from Page 1L) came a car importer here on the strength of his intimacy with King Abdul Aziz-

The initial investment for a good service network is high, and many agents have tried expanding their service operations only as they expand their sales. This strategy has often meant that early customers got second-rate service, giving the product a bad reputation, leading to poor sales. In contrast, Komatsu, a relatively small Jananese manufacturer of earth-moving equipment which was virtually unknown in Saudi Arabia a few years ago, is now No. 2 in earth-moving equipment in the kingdom after Caterpillar. The key to Komatsu's amazing performance was that when its agent was unenthusiastic about setting up a big service network at an early stage, the com-pany established its own Saudi

service operation. Now the pattern of merchant success seems ready to alter through diversification into industry. Much industrial investment in Saudi Arabia involves the manufacture of building materials and other relatively simple products by entrepreneurs with back-grounds in the import business. The merchants, who are horri-

fied by the low margins available in industry compared with the vest profits they make in trade. will contemplate manufacturing only when they come up against competition from other new importers of their products. The change in policy sometimes stems from the realization that a local manufacturing plant will be sufficiently competitive with the imported product for the menufacturer to capture virtually all of the market.

On other occasions, the switch to manufacturing under pressure from new competition will be made not so much because the investor feels that the local prod-uct will be able to undercut the rival imports, as that he believes he has a good chance of obtaining tariff protection (normally 20 per cent) or preference for his product in government pur-While government incentives

are readily accepted, experienced merchant families also make their own realistic calculations. The Juffalls' new assembly line of Mercedes trucks was built despite government refusal to support it. (However, once the plant was built, the government decided to give support). The Saudi Cable Co., a new venture led by the young Alireza team of brothers. will benefit from a 10-per-cent price edge on government con-tracts—but really will come into its own only when Saudi Arabia mines its own copper and makes its own polyvinyl chloride (PVC). However, industry in Saudi Arabia is still a fairly speculative business, while importing is safe and enormously profitable. Although it is tempting to as

next step in the merchants' et lution imainly because the m ernment is making great effo to encourage industrial inve menti, for a long time to con industrial activity may well he only a marginal effect on t shape of the merchant houses

#### A Far Cry

Btill, this is a far cry fr two generations ago when be a merchant in Saudi Ara meant being a foodstuffs impor (trading almost entirely windia, mainly with Bombay). importing cloth (also from Bo bay) and timber (from Male in southern India).

The patterns of merch activity began to change the latter 1930s and the 11 as oil was brought on stre The cause was the huge incre in government spending wir benefited the merchants b directly, in that they could equipment for government velopment projects and enter contracting business, and it rectly, in that government spe ing pumped money into the co try and so expanded the ma for consumer goods. One of merchant houses that began b ness at this time was E.A. Juiand Bros. which has grown of Ahmed Juffali's winning Taif electricity contract and v it the agency for the Bri

Apart from ing, a major stimulus to the m chant community in the east province was provided by Art co'a policy of divestiture. helped local entrepreneurs set anything from contracting or panies to cold stores which oil company otherwise thave had to operate, or already operating itself. Aran occasionally lent money to th it was helping set up in biness, but in the main its as tance took the form of carry out feasibility studies, provid a certain amount of techni back-up, and, above all, agree to channel as much of its bu

ness as possible to the new pli

or service company.

Almost without exception resent big merchants of eastern province began the them are former Aremoo & ployees: Sulaiman Olavan was once a truck driver for t company, was helped by Aran to establish a transport fir Similarly, Ahmed Hamed Gosalbi (a distant cousin of t pearl merchant), who once ed as an Aramco warehouse ck for a few rupees a day, set hi self up in the gasoline stati-business with Aramco cooper tion. He later won agre from the company that if built his own Pepsi-Cols pl Aramco would close its own fac

Now the wealth of the to make them potential entrep

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### Manpower: Lack of Human Resources to Absorb the Oil Wealth

of manpower is the bottlereck to Saudi Arabia's \$142-bilion modernization plan. "It's great frony in the Middle East odsy," a diplomat here says: Countries that have the oil lack the human resources to exploit it and vice verse."

The manpower shortage, the nam obstacle to economic develpment, will take a long time to pyercome. It is felt at every level of administration and business.

RIYADH (IHT).—Where do Saudis go when they carefully adjust their robes and vanish in their limousines at the end of the day?

"I go to my tashkah, of course," explains a ministerial-level Saudi official. My friends and I spend the evening to-

gether, or else some bashbah members and their wives have

dinner together in one couple's house." A bashkah-a slang

Saudis who have a common bond and who enjoy mutual trust

occasion is small and attended by the right people, particular-

ly other Saudis who also bring their wives. But their real social life revolves around the bashkah—a tight circle of

are bashkahs comprising members from different social back-

grounds linked by a common modern trait, usually that they

went to secondary school together (the elite attended Victoria

College in Egypt in the 1950s) or to similar colleges (usually

doctor, two MAs in planning and a man who majored in business," a typical Western-educated Saudi official explains.

"When I go down to Jeddah, I belong to another bashkah

there, a similar group of people." Sometimes when he goes down to Jeddah, this Saudi takes his wife, and they spend the

weekend camping with a member of his Jeddah bashkah and

position is due to their modern skills and not their birth-

jead lives that are materially easy, but include a degree of unavoidable frustration. In government, American-educated

officials must still work in a bureaucracy full of traditional

rules and with people who have no idea of what Western

methods are like. In addition, new middle-class Saudis tend

to have "progressive" attitudes about women and their role in

the only company in which to let off steam about the obstacles

in the way of these changes. Since bashkahs are private meetings, the more educated, liberal Saudis can recreate

Western mood, watching movies, playing backgammon or chess, talking or just relaxing. Sandi women have their own.

separate bashkahs where they spend their evenings when

alumni clubs for Western graduates living far from their alma

maters- are both a place to air their ideas and an important

For many young Saudis, these bashkahs - almost like

they do not accompany their husbands.

personal network of friends,

For Saudi technocrats, a circle of like-minded friends is

Saudi "technocrats"—the first group of Saudis vhose high

friends who meet regularly in one another's private homes.

Saudis go to parties, sometimes with their wives it the

Traditionally, bashkahs consisted of relatives. Now there

"My bashkah has three PhDs in economics, a medical

word meaning roughly 'our crowd's enables a half-dozen

to get together for relaxed conversation.

A few able and experienced officials are hampered by the lack of effective talent at the middle levels of the hierarchy. In business of all kinds—from hotels and factories to the oil fields-Saudi manpower is fought over and supplemented with expatriates.

There has never been a proper head-count, but population estimates range from four to seven million inhabitants, Saudia Arabia can count on a work force of about one to two million not

largely outside the country's modern economy.

Saudis can be found in all kinds of jobs: Some roughnecks on the remotest, toughest riga are Saudis. Even bedu are employedusually driving trucks or taxis. an acceptable occupation. But, in general, "the Sandis want to be managers," an experienced Westerner says. "It's often a question 'Our Crowd,' Saudi Style of too many chiefs and not enough Indians."

bedu and peasants with remain

Roughnecks

The government-sponsored Industrial Studies and Development Center reported last fell that "shortage of manpower is con-sidered to be the main problem of industrial development in the kingdom." Soudi Arabia has a pool of unskilled workers, the center says, yet, "the manufactoring sector has been heavily de-pendent on foreigners even for this category of worker.

"It appears that Sandi unskilled workers do not consider working in factories sufficiently attractive in comparison with other

Educating Saudi workers is a priority item in the current Five Year Plan. The budget earmarks nearly \$5 billion for manpower development in the form of schooling, vocational programs, specialized technical training, university expansion and scholarships overseas. This figure represents nearly 15 per cent of the total budget an increase of one-third over last year's allocation.

#### Reservoir of Unskilled

Saudi planners hope to tap the potential manpower reservoir of unskilled citizens, who the government believes could, with proper training, fill many available slots.

The possibility of starting to use women in carefully controlled situations is the unknown factor in their calculations. Traditionally, women did much of the labor in Arab society but the country's conservative religious tradition prohibits women from working in proximity to men-for example, as a clerk in a shop or a secretary in an office. This convention has been quietly ignored by many companies and the government has now begun making spot checks of offices, banks and shops in search of violators.

the exterly. This figure includes Earlier this year Prince Fawwaz, governor of the Mecca district, clarified the government's position in a local newspaper: The employment of women (in offices) is against our religion and traditions," he said. "There are many other fields of employment, such as teaching, which suit the nature of women and where they can work in isolation from men." Yet some planners say women must play an even larger role if the Sandis are to run their own country.

#### Help Available

Recruiting help to overcome the labor shortage is no problem. Saudi Arabia offers salaries and wages well beyond what foreign laborers can expect to earn at home. Even unskilled workers make an average of \$5,000 a year -a high wage by regional standards. As many as a million Yemenis are estimated to have entered Saudi Arabia without passports and have been effectively absorbed. Official estimates number 150,000 Egyptians and perhaps 100,000 Pakistanis now working in the kingdom.

Foreign laborers, particularly Yemenis and Pakistanis, handle many of the physical jobs which Saudis seem unwilling to accept. These jobs include construction urban sanitation, automobile repair, janitorial work and assembly-line duties in Saudi

#### eigners, who made up 23 per cent of the country's total work force in 1975, would account for

tapers off, most optimistic fore-casts predict, the kingdom's dependence on foreigners will continue for a long time. The Industrial Studies and Develop-ment Center estimates that for-49 per cent of the work force by 1980 at the peak of the development drive. At the moment, some 60 per cent of the 800,000 residents here in Jeddah, the kingdom's commercial capital. are believed to be foreigners. The

The slightly-built Yemenis, rec-

ognizable by their plain cotton

A fluctuating number of for-

eign workers, mostly from south

Asia, are brought into the com-

try by foreign contractors for

specific projects. South Korean

firms use their own labor while

Western contractors tend to em-

ploy workers from India, Paki-sian and the Philippines.

Continuing Dependence

Even if the construction boom

familiar sight.

### Technocrats Split Over Price to Pay for Progress

(Continued from Page 1L) nology can enable them to have the best of both worlds, getting around apparently insuperable contradictions with Buck Rogers

Islam forbids the sexes to mix, so women can attend university lectures by television. Only Muslims are allowed to visit Mecca, so foreign engineers can monitor progress on projects there by closed-circuit TV or Polarold pictures. Movie theaters are banned, but Saudis can watch the lebest Elms on videotape camettes in their own homes. The bedu are reluctant to settle in towns, but

enough trucks and generators and helicopters can take the town to

It is a variant of the extraordinary transformation described Samos by Margaret Mend; the impact of Western culture was so overwhelming there as sudden, powerful and sweeping war—that the mishitants settled into a new entire without the usual shocks and struggles associated with change,

The Saudi technocrats feel this country has no option but to atbringing in an additional 500,000

skirts, are to be seen all over the The large number of foreign. kingdom working in the dirtworkers poses some social and moving jobs. Pakistanis in grange jump suits scrubbing the floors political problems. Their housand walls of sirports and other ing, consumer goods and transport needs increase the load on public buildings are an equally the country's development. Palestinians, for instance, have Thousands of Egyptian schoolbeen moved out of sensitive oil teachers pour in and out of the installations where only Saudis kingdom three times a year as classes break up and resume. Clerks are Indian, maids are from Ethiopia, pilots are Ameri-can and managers are Lebanese. are permitted.

To ensure that control remains firmly in Saudi hands, new laws have been passed forbidding foreigners to run their Thousands of Yemenis with small enterprises were forced to take in Saudi partners almost overnight. The big banks have been given a year to sell their

hares to Saudi owners. At the same time, Saudi Arabia gains some political weight from its position as a lucrative market for human exports: Nearly a quarter of the foreign inge earnings of neighboring North Yemen comes from remittances sent home by Yemenis in the kingdom.

Saudi Arabia's labor laws are strict, and weighted in favor of the employer. Strikes and other forms of industrial action are strictly forbidden. Labor unions do not exist. A group of South Korean workers who staged a strike at a construction site in the eastern province last year were promptly expelled from the COUNTRY.

To tighten up on the labor situation, the kingdom has just passed a new labor code, whose emphasis on "Saudi-ization" and restrictions on the employment of foreigners may limit the rapid development envisaged under the second Five Year Plan.

As Saudi planners become increasingly resentful of the cost and strain to the economy of large foreign families, steps have been taken to prevent foreign workers below the level of "technician" from being accompanied

by their families, even wives, Another problem is illegal immigrants-including many from Muslim countries who arrive here on pilgrimages and decide to stay and search for work. Sandi Arabia, as keeper of Islam's holy places, cannot turn away any Muslim wishing to make the pilgrimage. A chartered ship ar-rived in Jeddah port last November with 1500 pilgrims from India

current Five Year Plan requires bound for Mecca; two weeks later, only 300 pilgrims showed up for

crackdown on illegal immigrants. More arrests were expected. Violators are threatened with im-

December, the government ar-rested 1,800 illegal Pakistani imthe return voyage.

Saudi Arabia has begun a migrants and shipped them home.

### A Unique Design for Aid

RIYADH (IHT).—"It is like a Onited States ald program to a developing country except that the Saudis pay for every cent of the assistance they get," explains a shirt-sleeved American official here. With his pencil-crammed pocket he looks like a U.S. Agency for International Development (AID) representative in a Third World country. In fact, he is a Treasury Department official helping to administer the world's larges "reimbursable assistance" program under the auspices of the United States-Saudt Arabian Joint Economic Commission (JEC). This is the umbrella organization which provides a U.S. government channel for the Saudis to tap into American suppliers and manpower to meet their development needs fast.

Saudi Arabia approved expenditure of \$200 million last year through the JEC-\$80 million of it for a rush order of electrical-generating equipment. The Saudis are paying-not the U.S. taxpaper—so the JEC can venture into activities ranging beyond conventional aid programs. The JEC is working on everything from highway construction to agricultural development, archaeology to U.S.-Saudi sister cities, national parks to an inventory of Saudi scientific skills.

The JEC helps the Gaudis by arranging direct procurement of American goods and services, serving as a conduit of information and bringing in American concerns at an early stage of project development. American members have been culled from U.S. Departments of Agriculture, Labor, the Interior and the Bureau of the Census.

Although the JEC still lags behind the grandiose designs sketched by Dr. Kiesinger at its birth four years ago at the peak of the oil crisis, it now has 130 Americans here. More will be coming. An American official admits, "We were somewhat slow in moving, but the whole idea of the host country financing was quite new."

Under a unique errangement, Saudi Arabia pays into a trust fund held in Washington for services provided through the American mission. Britain, Holland and four other industrial countries have set up their similar commissions of their own with Saudi Arabia, but only the American one has such a large physical presence and range of programs. Similar U.S.

bodies in several other countries have been stillborn. For the Saudis, JEC is a channel for fast, U.S. government-approved assistance. It is a funnel to Saudi Arabia for U.S. industry, especially since it fosters U.S. industrial standards as the norm and helps establish a built-in preference for American goods. In an \$80-million program for desalination research funded by Saudi petrodollars, the United States gets a royalty-free license to use any inventions for its own use.

With total Saudi payments nearing \$600 billion, new projects are getting bigger: A recently-signed plan earmarked \$100 million for a five-year, jointly financed solar research programs So far the big-impact programs have been more down to earth. A group of 35 U.S. technicians are involved in agricultural and water development. American specialists are introducing audio-visual techniques to accelerate a vocational training program of major importance to the Saudis. The Americans seem most excited about finally establishing a few trade, census and other statistics about this still largely-

\_J.F.

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Saudi Arabia is determined to achieve in less than a decade. With \$21 billion slated for the education budget in the current Five Year Plan, Prince Mohammed Abdullah Faisal, the assistant deputy minister of education, says, "We are paying more than we used to." "Any other country works out its education programs through a process of evolution. Here we must do everything at once."

to accomplish in education,

"Everything" means a crash program of school enrollment for every six-year-old boy in the country by 1980 and to build separate schools and encourage education for girls. It means providing more training for existing Saudi elementary and high school teachers some of whom have only a few years' and to graduate 30,000 new Saudi elementary-school teach-

The program also aims to double enrollment in adult male literacy classes and increase it tenfold for women. It plans to build an enormous number of classrooms in every corner of this

desert kingdom. The job is huge, particularly when the manpower shortage is taken into consideration. This year 595,000 boys and 333,000 girls (Saudis and expatriates) are enrolled in the kingdom's state schools. One expert is worried about the societal cost: School is removing tens of thousands of young Sandis from an already puny labor force and putting

#### Top Priority

Neverthless, alongside an intensive program of industrialization, education is the top-priority development item in Saudi Arabia today. The education program gets a full quarter of current development expenditure. A new school opened every day last rear. Some were little more than an empty storeroom, but the commitment and intentions of the government are unquestionable. An interim report last month on the present Five Year Plan stated 3,400 boys' schools have been built already-150 more than the total originally projected for 1931. Thanks to a program begun by

fully bocsted by oil revenues, the government already has taken arduous giant steps in the field. Apart from knowing the Koran, few Saudis could read and write a generation ago. Today, millionaire merchants are numbered among those who are still illiterate, but the government says that in three years the literacy rate will be raised to 70 per cent

among school-age boys and 40 per

cent among girls.

Twenty years ago boys received religious teaching in mosques and a few classrooms. Girls did not. Only young princes or wealthy merchant scions went to college -abroad. Today every Saudi child is entitled to free elementary and secondary education, tracher preparatory or vocational programs at the secondary level and even free university educa-

University encollment is up to

PIYADE (IET).—What took the late King Faisal in the early 23,000 at six universities in the However, villagers in remote destine public cinema is still taboo, sixtles and which is now power-country and another 20,000 young ert regions, in coastal fishing educators have discovered that country and another 20,000 young people are studying abroad, mainly in the United States, at government expense. The overseas contingent has greatly increased because of large numbers of military scholarships and the addition of students' wives to scholarship rosters. On their return from abroad, students are expected to work for five years in government positions or wher-

> The government can use its well-ciled education machine to tackle other development goals, too. A school-lunch program is under way to combat undernourishment. Non-mobile schools for bedouin children are used to entice nomed families to settle down where they can be counted by, and accomtable to, the Riyadh government

ever else they are needed.

However, education is not yet compulsory, and no one is forcing state education on the populace.

ert regions, in coastal fishing communities and in the mountains of the southwest have come to expect a local school as a sign of their share in the kingdom's new oil wealth.

The government is sympathetic and obliging. Teachers who go to remote areas are given a 30per-cent increase in salary, and mobile schools travel with some nomads who move seasonally with their flocks. The ministry even speaks of a trend toward "simple schools," built by local people with available materials such as palm leaves or mud, which would meet rising expec-tations until more elaborate facilities can be built in the out-

In a country where King Khaled Ibn Abdul Axiz once had a mighty job convincing con-servative elements that the radio and telephone were not necessari-

educators have discovered that modern media can solve manpower problems and even help preserve certain customs.

A National Center for Educational Technology and an Educational Television Center will be soon completed in Rivadh under the auspices of the Ministry of Education.

When Saudis are asked about the pollution of clear desert skies and fishing grounds or the loss of certain ancestral customs with the push toward industrialization and urbanization, they often reply that "there is nothing without its cost." Preservation of the Wahhabi interpretation of Islam is paramount in Saudi Arabis's education program, and religious instruction is still considered the primary purpose of all schooling. "The basis of education is Islam, and the basis of Islam is the Koran," says Prince Moham-

we have a team which is going to play in Switzerland, we can put them in the chamber and freeze

them for three or four weeks."

says the physical education direc-

our social regulation, our whole philosophy." In effect this means that, following tradition, the youngest schoolchildren are still required to spend hours of daily classtime committing to heart verses from the Koran - often without understanding their meaning.

Western professors at Saud' universities report that individual conservative students may disrupt classes or even cause administrators to close them down when discussions weer too far into the realm of comparatiw philosophy, politics or "free thinking." Medical films for future female doctors are cen sored for decency.

Non-Saudi teachers say this fundamentalist, rote education ill-prepares students for creative problem-solving or imaginative analysis by the time they react college age. Officials reply that changes are taking place daily texts rewritten and curricula re evaluated. One American-trained administrator even questioner whether the ancient teaching method is the best one for the next generation, which will soor be making its own creative de cisions about their developing land. "Islam is our strength," he repeats. 'and the Koran must be taught. But this old, strict stylof teaching influences instruc tion in all subjects until our chil dren do not come to learn b understanding but through rot and recitation,"

#### Two-Edged Sword

The ambitious Saudi push ic education is a two-edged Swon The government feels that t meintain control of the rapidl developing country it must turout its own future policymaker and managers quickly enough t replace today's thousands of for eign executives and engineer Only by doing so, it believes, wi the land continue to be run i the best national interest an without erosion of the strict re ligious system.

Accomplishing this goal mear exposing children to large nun bers of imported teachers, maini Egyptians, Jordanians and Pa estinians. It means giving ristr expectations to women. nucleus of a higher educatic system is still not fully formed. says the second Five Year P.a —MJ. McC.

### Unlimited Funds to Train New Technical Elite

DHAHRAN (TET) -- CRUM ATAbia's University of Polacicum and Minerals (UPM) may be situsted in a desart, but the money invested in it belies its remote-

"We tap data bases," says a professor, ignoring the sand and grit-bearing shamed wind blow-ing off the northern desert outside his olimate-controlled office. "If we one working on structural research, we can tap by telex into a computer at Lockheed in California, search the departments there and answer problems quickly.

serene rows of Islamio arches rising from the made merk UPM, Saudi Arabia's temple of higher education. It is a visually spectacular example of the king-dom's readiness to use its wealth for education to create a modern

The university's location in the physical ant spiritual heart of the petroleum industry is significant. It is on the outskirts of Ammoo's Dhahran headquarters and a stone's throw from the legendary Dampam No. 7, the flistst well to produce oil in comquantities in Saudi

Pitteen years ago the site was

cropping. Now a fully function-ing university, married by an excellent international faculty hured by high saleries, free housing and services, UPM has become home and school for 2,500 engineering students.

These young men, 92 per cent of them Saudis and all of them Muslims, siroll across the compus in their white thanbes, new elite paid a monthly stipend to sludy every aspect of oil and gas technology. They are being grouned to replace for-eigners and to ensure that Saudi

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Students experience no senioryear panic on this campus; Because of the country's extremely limited supply of trained menpower, any UPM graduate has an immediate choice of a half-dozen jobs, most of them at management level. Graduate picograms ed by a consortium of top U.S. universities which advises on curriculum. The strength of UPM's technical instruction is undoubt-

at home or abroad are at govern-ment expense. To maintain aca-

demic standards, UPM is guid-

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> William Pickering, ex-chief of the U.S. Viking probes to Mars.
>
> The latest innovation in an already remarkably equipped physical education department is \$430,000 environmental chamber where 17 full-time European

conches of as many different sports wan to subject their young scree of whom had never held a racket or a pat be-fore coming to UPM—to varied humidities temperatures and simulsted eltitudes. This way, if

Classes are in English, the organizational system is all-American and the reigning atmo-

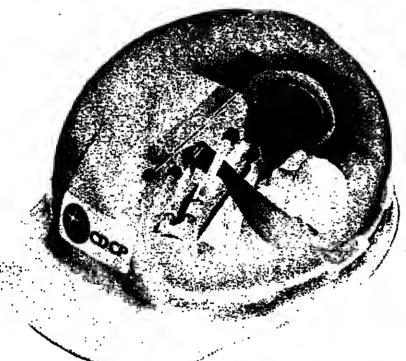
sphere is technological. Yet the spirit of Islam is per-The money available for eduvasive at UPM. Sometimes it catton in the kingdom is a develcreates a Victorian mood: Textbooks are banned for mentioning t frestman delights in us-Derwin's theory of evolution, ing the school's own IBM 270/158 anthropological photos of barecomputer and quickly becomes familiar with the remote processbreasted Pacific islanders are covered with black ink, Someing terminals and other equipment in the date processing cen-ter. A \$91-million building untimes it is uplifting: Like an oasis among the stark gray build-ings, the reflection of a domed der construction will house projects in all fields of energy remosque floats in a wide pool, "In designing this place we wanted to make the act of creatsearch under the direction of Dr.

> dramatically appealing," says a senior adviser to Rector Dr. Bakr Abdullah Bakr. That has been accomplished, but the Sandis will continue to develop their desert showcase. King Khaled Ibn Abdul Aziz recently unveiled the foundation stone for the university's latest

ing wealth highly dignified and

building phase, at a cost of another \$200 million.

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# King Faisal Hospital: Providing the Ultimate in Medical Technology

DIYADH (IHT) —It is more like the lobby of a luxury hotel han a hospital waiting room. There are deep carpets, a wide taircase with wood and plexiglass minstrades, a posh gift shop and eauty salon, massive sparkling handeliers suspended from high eilings, a mosaic portrait of ormer King Faisal in lapis lazuli with diamond eyes, and furniture comfortable enough to curl up in and go to sleep. Discreetly offratients into this hospital, reputdly the most expensive on earth. Called King Faisal Specialist lospitel (KFSH), it was set up yearly three years ago to provide he ultimate in medical technology o even the lowiest Saudi patient. Zewer than 10 per cent of the patients come from the royal amily. The majority are referred

KFSH is the nucleus of a fuare Medical City to provide a ore for the planned nationwide plift of health services. King aisal Hospital itself boasts a pectrum of technology rarely massed anywhere. Everything is emputerized, including systems hat monitor heartbeats or begin ompliing a patient's desrier as a is whisked in over the desert n the hospital's helicopter. The .25 rooms are equipped with videoapes. Wherever possible, techology must compensate for the redical skills in short supply in he kingdom.

from regular hospitals

broughout the kingdom

#### Networks

If Riyadh were engulfed tonorrow under tons of blowing and, King Faisal Hospital might ontinue independently; it has z own elaborate communicatons network, TV station, secuthy force, a water purification stem and a sewage treatment lant providing reclaimed water ) irrigate the fully landscaped rounds, as well as a complete ower station to furnish unitemupted electricity and special superature and humidity conols for homes, life-supporting edical instruments and sophiscated computers.

The 1,200 foreign doctors, techicians, nurses, and other staff seded to run the hospital live American-style homes confur-I up in this once-barren wadi. In other perts of the country. te government is ctruspling to copie to be doctors, to build ore hospitals in cities and basic ispensaries for its scattered opulation in order to achieve agets such as reducing the inent mortality rate to no more an 110 per 1,000 by 1980.

Meanwhile, under the roof of FSH the range of complex istruments sound like the shoping list of a high-technology edicine man let loose with unmited funds: LARC to count hite blood cells, SMACK (to erform 20 different analyses on each of 150 separate blood specimens an hour), EMI scenner (to examine brain injuries), nuclear accelerator (for cancer treatment) and the Total Body Scanner. Soon to come is a cancer therapy center on the order of the Sloane-Kettering Memoriel Hospital in New York; and a team from Baylor Universityhome of Houston's cardiovascular surgeon Dr. Michael E. DeBakey

open-heart surgery. Complicated Cases

KFSH handles cases too complicated to handle anywhere else in the kingdom. A total of 450 in-patients and 8,000 out-patients per month can receive the kind

of care here once reserved for

those who could fly to London

or Minneapolis. No fee is charged

British consultant to the Cabinet (the body which finances KFSH: estimates that the capartity of the center, with its 70 top-flight specialists and stateof-the art equipment, is equivalent to seven conventionally outfitted hospitals.

Sandis want only the best for their medical dollar, and, as in other developing fields, they want imported personnel and man-

up for their own critical shortage of trained people.

Foreign staff arrive starryeved at KFSH, ready to contribute to the kingdom's development and easer to work at the frontiers of their fields. Many, however, are soon struck hy the contrast between their own glamcrous place of work and what they consider urgent needs among the greater population. One new

for those who cannot pay. A hour saving technology to make doctor told of a patient who made him aware of the medicalcare gap in Saudi Arabia: "A healthy 20-year-old girl came in here last week with simple arm burns which had been improperly treated. Her hands were pulled back and deformed by the tightened scars. No matter what we do for her, she'll never have use of those hands. We're starting at the wrong end of the wood-

from small mud houses to bigger

concrete ones, and still others

But because sewage systems, tele-

phones and other services can-

not possibly match the rapid

house-building pace, and because

Saudis see company-subsidized

foreigners living particularly well

in their midst, grumblings are

beginning to be heard. Social

grudges are inevitable, admits Dr.

stacle to development is expecta-

The one unquantifiable ob-

who have never before had a

rmanent year-round shelter.

By next year, future Saudi doctors will be studying at three medical schools within the kingdom, and the government intends to establish an additional 11.500 hospital beds during the current Five Year Plan under the Ministry of Health. At the same time, many desert people still put their first trust in non-professional medicine men, and some women cannot be convinced to see a doctor under any circumstances. Thus patients arrive at KFSH in the late stages of illness, some showing the singe marks on their bodies where a desert "doctor" has tried to provide counter-irritation or otherwise exorcise the pain of terminal cancer or some

other disease. Besides cetting up new mobile clinics and satellite health centers, the government is trying to attack medical ignorance at its base, through literacy training and education, especially about nutri-Mcn. hygiene, preventive medicine

Aiready, staff have run public education television programs and full-page newspaper adds about topics such as the danger signals of cancer and psychological prob-Westerners here have grown up with the possibilities of technology and media, and are bursting with ldeas. They want to have a public educational TV bere older illiterate:

'Barefoot Doctors'

Nuclear medicine facilities and the hospital's chemical laboratory are still underused, and one doctor at KFSH wonders if some of the kingdom's money might be

tors," even if they had to come from abroad, to deal with major health problems like simple undernourishment and high infant mortality.

However, Saudi Arabia's unlimited funds make the question of priorities more complex. Saudis see no reason why they should not have the world's most advanced medical technology and experts working for them while the fight against basic health problems—a struggle which must take time - proceeds simultaneously on other fronts

KFSH is already contributing to basic health care in Saudi Arabia by rapidly compiling medical statistics in a country that had virtually none: The fancy machines will cut away years from the laborious process of finding out just what is "normal" for the local metabolism and what diseases are most prevalent. Already, the staff's routine pro cedures have established that Saudi Arabs may be consistently above or below the Western "norms" for hemoglobin, sodium and cholesterol. The research potential of the KFSH is enor-

Many questions are only beginning to be asked, such as these posed by the medical affairs director; "Cancer of the esophagus is very prevalent here. Why? Yet lung cancer is not so prevalent. Is one reason because smoking wasn't allowed until a few years ago? There's a high incidence of stomach and intestinal tract cancer, and we now feel there's no reason to believe desert dwellers are free from anxietyrelated ailments."

-M. J. McC.

### Priority Is to Put a Decent Roof Over Every Head

RIYADH (IHT).—Putting a de-cent new roof over the head of every Saudi citizen is a priority here, and the vast housing proemounting to as many new dwellings as the present number of families in this kingdom-has colored the entire economy and planning picture. We were running scared two years ago about the housing

shortage. Today I am worried about overbuilding by the end of the plan," says Dr. Faisal Alwho is Saudi Arabia's deputy minister of planning. Dr. Bashir may be worried

about building too fast, but few Saudis are concerned about buildings too many houses. The need is so great that even at the present galloping rates of construction, officials say, no new houses will be standing vacant for many

But the deputy minister has another concern: mass urban

"We simply can't handle it by providing houses for everyone who comes in. Public ntilities would be overextended and we'd end up having five or six cities as our whole country, which is not what we want," he says. "But there's no systematic program to keep people away from the cities—this is not the Soviet

#### Construction The cities of Saudi Arabia-

Jeddah, Dammam, Riyadh and several in between-give the impression of mammoth construction sites. Before one project finishes, another starts up next door. The faces of the old streets change daily, and cranes are fixtures in every new neighborhood. Under the second Five Year Plan, the goal is to have 120,000 units built by the private sector by 1980. Already halfway through the plan, more than 190,000 private-sector units have gone up. A Housing Ministry official says the government will accomplish its own public housing goed by 1980: 52,000 low-income family

units, 510,000 temporary housing units for laborers on major development projects, and 44,000 fully serviced building lots for allocation to low-income housebolds for "self-help" house-build-

The building explosion in the private sector is largely due to the liquidity provided by the government through the Real Estate Development Fund (REDF). The program began three years ago in an attempt to reduce ekyhigh rents brought on by scarce supply and soaring demand in housing. It offers interest-free loans to Saudis who want to huild homes for themselves or for investment. Any Saudi can approach fund officials if he owns a plot of land and has in hand a complete set of architectural drawings. He can horrow up to 70 per cent on a maximum of \$85,000 of the total cost

#### of the house No Proof

It is assumed the borrowing party covers the remaining 30 per cent of the loan, but in a reflection of an earlier, more genteel, era of Arab business, no proof of owner expenditure is required. You have to have some trust."

The average of the 79,000 loans extended for residential housing so far has been \$75,000 each. At the same time, fund officers have granted 486 loans for commercial bousing worth \$377 million and say 100,000 dwellings of both types have already been built. In practice, individuals im-mediately leased out their spank-

ing new structures in order to take advantage of the rent boom and continued to live in their own humbler dwellings. Despite REDF, rents have not

dropped. The fund was temporarily suspended recently because the lean-helped boom was resulting in inflated construction costs in small towns and villages and overspending on expanded designs and specifications.

The Minister of Finance and National Economy, Sheikh Muhammad Ali Abdul-Khail, appeared on television to explain that the crash construction plan was fueling the industry's rampant inflation. Por one thing, it put pressure on the government to import maximum quantities of building materials which raised the unloading time at the kingdom's already elegged ports. He urged citizens to repay their debts to the fund and appealed to those who already cwned one house not to reapply.

The government press agency says the fund will resume operations this month with more modest ceilings.

Additional pressure is put on the housing crunch by the need to shelter a huge imported manpower force. Three million forelement a number could to half the Saudi population, will be in the country by 1980.

All new companies with contracts worth more than \$28 mil-Hon and staying over three years must now provide their own hous-

spared the Saudis is availability of land. A poor nomad who wants to settle down need only put in a claim at some . local municipality and he is given a parcel of land by the government. Nevertheless, while the number of nemads coming off the desert and farmers leaving the land increases each month, most are going to the cities, not homesteading on the edges of small

The rush to the cities is spawning shanty towns, overcrowding, high rents, snarled traffic and swamped services. Planning and bousing officials

say they hoped the new construction would modernize and beautify the country's cities and towns. bot some admit the result is often a brand new ugliness.

Before the boom, houses nestled desert or oasis communities where narrow streets provided shade and protection from the

"But doesn't this happen everywhere?" asks a U.S.-trained architect and an admirer of the American Coloniai woodwork that he says no one could afford to duplicate today on a large scale, "Mud houses are beautiful and comfortable and could be equipped with modern technology. But we must build so many houses in so many years, and do it economically. We cannot be romantic."

Saudis are profiting from the construction sites some as in-

tions," he says. "The most miserable Saudi is the wealthy individnal who with all his purchasing power, can't get running water watch television and listen to the for weeks because they are digging up the streets. And expectations are complicated by non-

Saudis: when an American complains to a Saudi that things run smoother at home, he does not tell the Saudi how long it took America to reach that point," -M.J. MeC.

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BALANCE SHEET AS AT 21st DECEMBER 1976 IN MILLION RIYALS

1/1/1976 21/12/76 1/1/1976 21/12/76

|                             | 7, 1, 10.0     |                | ·  | 1,1,1010       |                |
|-----------------------------|----------------|----------------|--|----------------|----------------|
| LIABILITIES                 | SR<br>Millions | SR<br>Millions | ASSETS   | SR<br>Millions | SR<br>Millions |
| Capital & reserves          | 327            | 400            | Cash funds & short<br>term deposits with<br>banks. | 3164           | 6488           |
| Deposits & current accounts | 4689           | 9273           | Loans & advances                                   | 1697           | 3038           |
| Borrowings from banks       | 185            | · 243          | investments  | 203            | 284            |
|                             |                |                | Fixed assets                                       | 104            | 101            |
| Other liabilities           | 324            | 470            | Other assets                                       | 357            | 474            |
| Sub totals                  | 5527           | 10387          | Sub totals   | 5527           | 10387          |
| Contra accounts             | 3857           | 8805           | Contra accounts                                    | 3857           | 8805           |
| GRAND TOTALS                | 9384           | 19192          | GRAND TOTALS                                       | 9384           | 19192          |
|                             |                |                |  |                |                |



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### 'Football Crazy' Over Soccer

at Saudis of all kinds assimienthusiastically.

As recently as a decade ago, am games were virtually unnown in this country, where the ly sports were camel racing nd falconry. Today this newly rich nation

"football crazy" over soccer. zery team in the Saudi league is its royal patron, and these incely benefactors lavish boises on their favorite players: ars, and sometimes entire winng teams, get motorbikes, gold istwatches, even houses. Balny after balcony here flies a vorite soccer team's flag: greenni-white for "National," yellowid-black for "Independence." ne latest fad in children's fashi is the T-shirt with a local ar's technicolor portrait on the

In a country where political tivity is forbidden, sports are ewed as a therapeutic outlet, rticularly for young people.

### **National Priority**

Sports are recognised now as national priority. On the one and, the Sandis want to imove the physical fitness of the ung generation and bring them to the country's social develop-

On the other, a cherished obtive is to produce Saudi sportsm who can hold their own in ernational compention by the

To achieve this target, Saudi abis hires the best foreign sching talent that money can They want their trainers be covered with international treis and they want their fa-ties to be of Olympic scale. Pense is no object: Saudi ibia currently is spending more in \$400 million a year on rectional activities and sports. iny Saudi athletic capability

s to be built from the ground Several factors-improved t, school opportunities, and : promotional impact of telecibus gruct gridem ere-noi erly sports-minded. To meet s appetite, the second Five or Plan calls for construction

FDDAH (IHT).—Sports is a of 53 athletic clubs, an 80,000-feature of Western society seat Olympic-standard interna-iat Saudis of all kinds assimi-tional stadium in Riyadh (which, it is hoped, will host some regional sports events soon), nine permanent "sports camps," three indoor swimming pools and three major gymnasiums, plus numerous local youth facilities.

If sports boosters hit a snag in Soudi Arabia, they always have a solution: throw money at it. Freeze Them

For instance, in Dhahran at the University of Petroleum and Minerals the latest addition to sn already remarkably equipped physical education department is the \$430,000 "environmental chamber" where 17 full-time European coaches (one for each sport) plan to expose their young proteges many of whom never held a racket or bat before coming to college to artificially controlled variations in temperature,

pressure and humidity. "Say we have a team going to Switzerland to play; we can put them in the chamber and freeze them every day for three or four weeks so they are conditioned," the physical education director

In soccer, the glamour sport, a British ex-star, Jimmy Hill, was brought here to oversee a soccer program aimed at producing a team of World Cup class by 1982. His latest recruit is manager Ronnie Allen of the English First Division team, West Bromwich Albion: Allen, an England international in the 1950s, signed on for a tax-free salary reported to be \$180,000 a year.

Initially. Hill, who has been given a free hand to develop a grass-roots soccer program, brought in another British manager, Bill McGarry.

McGarry, who was initially criticized by British sportswriters for moving to Saudi Arabia, replied at the time, "Nonsense. The Eaudis impress me, and they can be a force in Middle East soccer, eventually in even world soccer.

On the national squad itself, McGarry found a team of brilliant individuals slow at working together as a team. A strict disciplinarian, he spent much of thus last year developing teamwork and refining individual skills. He

squad to an English Third Division team or slightly better. Summers, the Seudi team has a training camp at Warwick University in Great Britain and plays friendly matches with First Division teams.

When he was replaced last summer, McGarry said he was leaving the manager's post to give his successor time to prepare for the 1979 Gulf Soccer Cup-Saudi Arabia's current objective in fcotball. But there were hints that McGarry, now back managing Newcastle, felt the ambitious original plans for setting up athletic facilities and force-feeding talent were not proceeding smoothly.

The planned sports facilities include a mammoth Olympic stadlum in Riyadh incorporating the largest free-span cable-net roof ever built. The air-conditioned stadium, with its 700-foot arch, will be the centerpiece of a vast sports city, which the Saudis hope might someday host an Olympic event. Yet the kingdom's unwillingness to admit many countries' athletes and its ban on sports mixing men and women, plus the relentless climate, make top-class international competition here a remote possibility.

### Too Hot

Many of Saudi Arabia's top athletes have to spend much of the year outside the kingdom. Saudi ewhreners, for instance, went to Witraburg, West Germany, to Europe's largest swimming thib to train last summer because summer temperatures here are too hot for competitive sports Afterwards, Saudi swimmers ewept the top places in the 20-kilometer long-distance swim in the Gulf swimming championthing last fell, Sendi swimmers also showed up well not long ago when they swam the English Channel as a relay team.

Certainly it will take time to build a solid sports foundation for the country, Meanwhile, soc-cer rivalries provide local excitement, and vounesters can be seen all the time playing soccer in the streets where even a few years ago the sight was rare.

### SALEH ABDULAZIZ ALRAJHI AND BROTHERS COMPANY

# ALRAJHI COMPANY FOR CURRENCY EXCHANGE AND COMMERCE

THIS AGREEMENT WAS MADE ON THE 23rd DAY OF JANUARY 1978
SHEIKH SALEH ABDULAZIZ ALRAJHI
SHEIKH ABDULLA ABDULAZIZ ALRAJHI
SHEIKH SULEIMAN ABDULAZIZ ALRAJHI
SHEIKH MOHAMMED ABDULAZIZ ALRAJHI

CAPITAL: FULLY PAID UP SAUDI RIYALS 600,000,000 (US \$173 MILLION)

To establish a partnership company among them under Registration No. 96, in accordance with the Saudi Companies regulations, the article of association was attested by the public notary of Riyadh and given No. 696 dated 13/2/1398 H.

NAME OF COMPANY: ALRAJHI COMPANY FOR CURRENCY EXCHANGE AND COMMERCE.
HEAD OFFICE: RIYADH (ALRAJHI BUILDING) BATHAHA STREET.
ADDRESS OF THE COMPANY: P.O. BOX 28 RIYADH, SAUDI ARABIA.

OBJECTIVES OF THE COMPANY Currency exchange, bullion dealing, financial transactions, buying and selling shares. Participating in other companies dealing in building materials of all forms. Dealing in properties, representing and dealing with other companies and firms dealing in such activities. Commercial undertaking, and construction contracts.

The Company is entitled to participate and amalgamate or buy any other organisation of similar activities.

The Company should obtain necessary approvals and license from the Government for such activities.

**AL KHOBAR** 

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Sheikh Suleiman's twenty six established branches. KING ABDULAZIZ STREET (JEDDAH) GABIL STREET (JEDDAH) **BAB MECCA (JEDDAH)** MECCA ROAD (JEDDAH) BAB SHARIF (JEDDAH) **JIZAN AFIF** HAFER AL BATEN **AL ZULFI** BURAIDA AL GUREYAT AR -AR **AL AHSA AL GASHASHIYA** TAIF BISHA KHAMIS MUSHAIT **ABHA ENEIZAH** AL BIKERIYAH MEDINA YANBU **TABOUK** 

HAEL **DAMMAM** Eighteen branches under establishment. **UNIVERSITY STREET** PALESTINE STREET SOUK ALSAGHEER AL JASHI AL MUDHNEB **AMLAG** AL THUGBAH **AL JUBAIL AL JOUF** KAEBAKUR RAFHAA JEDDAH AIRPORT TREIEF AL WIJAH DHABAN ALRAJHI BUILDING (DAMMAM) . **AL GATIF** ABQAIK -

Sheikh Abdullah's seven established branches. ALKHAZAAN STREET(RIYADH) INDUSTRY STREET (RIYADH) PRINCE SALMAN STREET (RIYADH) DAMMAM. **JEDDAH SEA PORT** AL MAHJAR (JEDDAH) KHAMIS MUSHAIT **Eight branches** under establishment. **BREIDAH** AL KHOBAR HAEL **MECCA** TAIF **MEDINA** JIZAN ABHAR

J. 77

The company is entitled to open branches in the Kingdom or overseas subject to the approval of the majority of the partners.



(Riyadh)

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